

# SOAP

SOAPS • CLEANSERS • INSECTICIDES • DISINFECTANTS  
POLISHES • EXTERMINATING • SANITARY SUPPLIES

A GOOD BET FOR ANY  
SOAP ODOR

## IRISONE PURE

■ This indispensable aromatic and blender adds character to soap perfumes, and helps the perfume to penetrate the soap wrapper, too.

Five to ten per cent of Irisone Pure is a good bet for *any* soap odor. Even the finest are made better by this smoothing, sweetening, intensifying product.

■ Irisone Pure by Givaudan-Delawanna, Inc., is entirely free from terpenes or by-odors. For soaps, and for inexpensive perfumes, it is a genuine good value.

■ For more expensive perfume compositions, our Irisone Alpha, and Raldeines Sigma, Delta and Omega are especially fine.

# GIVAUDAN DELAWANNA INC.

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Branch Offices: Philadelphia Los Angeles Atlanta Cincinnati Detroit  
Dallas Baltimore New Orleans Chicago San Francisco Montreal Havana



# FALCON DEODORANTS

*offer*

## AN ELEMENTARY LESSON IN VALUE



Falcon Deodorants go into action as soon as the air strikes them. Fragrance immediately travels to every corner of the room, putting to rout all disagreeable odors.

Falcon Deodorants never get lazy. Because they are made of better ingredients and dependable essential oils, they deodorize until the last atom has evaporated.

Falcon Blocs and Blockettes are made cold-pressed (not poured). They are free of air pockets, and hence will not crumble. That is why they give long-lasting service.

The secret of Falcon Deodorant superiority lies hidden in the perfumes used. These are of the finest, pleasant smelling, always in good taste, and never weakened by age.



FALCON DEODORANT BLOCS

FALCON DEODORANT BLOCKETTES

FALCON PERFUMED CRYSTALS

Customers never need hesitate about handling Falcon Deodorants. They are always clean, firm and crisp. They never crumble or exude oil, for they are always correctly made.

Falcon Deodorants give steady dependable service. They never work in spurts. Uniform evaporation day by day gives uniform deodorizing results that can be relied upon.

Individually wrapped in cellophane, and packed in attractive air-tight containers, Falcon Deodorants hold the customers eye—a feature that makes them much easier to sell.

Jobbers everywhere are tying up with Falcon Deodorants, for here they have a line that is nationally known, is easier to sell, and offers a greater margin of profit.

**EAGLE SOAP CORPORATION**  
HUNTINGTON INDIANA



*Popularity came quickly,* SO THIS MANUFACTURER\* WROTE:

*Will you modify for us the odour  
you created for this perfume—  
in compositions suitable for  
powder, cream, and lipstick?*

... all four odours (including the first heartening success) were created **exclusively** for this patron by the house of ALBERT VERLEY, INC.

The second commission, to laboratories with the experience and resources of Albert Verley, Inc., was merely a **technical matter**—certain modifications for the powder, to avoid discoloration—certain modifications for the cream, to avoid smarting the skin—and so on to a satisfactory result for each product in

this well-known line. ● The original **sales success**, however, contains food for thought—very practical thought, if you please, about the progress of your own business. ● Somewhere in **your own line**, is there not hope for similar response to a new, modern composition? And a similar need for doing something about it? ● The house of Albert Verley, Inc., will deem it a privilege to place its facilities at your disposal—including exclusive use of the finer synthetics discovered and perfected by Dr. Albert Verley, and the natural flower essences and essential oils of Tombarel Freres, Grasse, France. Please command us. ● **Albert Verley, Inc.**, David A. Bennett, President, 11 East Austin Ave., Chicago; L. J. Zollinger, Vice President, 114 East 25th St., New York. Exclusive American representatives for ETABLISSEMENTS ALBERT VERLEY, 8, Quai de la Marine, Isle St. Denis, (Seine), Paris, and S. A. TOMBAREL FRERES, Grasse, France. Pacific Coast Distributors: Mefford Chemical Company, 1026 Santa Fe Ave., Los Angeles, Calif.

\*An obligation of honour, in accordance with the customary policy of Albert Verley, Inc., prevents naming our well-known patron

*Albert Verley* PERFUME COMPOSITIONS

Verley and Tombarel

standard Essences, with competent but unobtrusive

# SEND COUPON

E. I. DU PONT DE NEMOURS & CO., INC.  
Organic Chemicals Dept., Fine Chemicals Division  
Wilmington, Delaware

*Gentlemen:* I am attaching this coupon to my firm's letterhead for free sample of your new DU PONT SOAP GERANIOL. I would like to prove to myself that it is superior.

Name.....

Address.....

City..... State.....

FOR THIS FREE TRIAL SAMPLE OF THE NEW SOAP GERANIOL BY DU PONT



## A test proves its superior qualities as well as its economy in soap formulae

Soap Geraniol as made by du Pont is not just another odor to be added to the existing list of soap aromatics. It is entirely distinctive. A scientifically made product of fairly high alcohol content. Exceptionally uniform. Is a light amber color and has a sweet, pungent odor.

If we can judge from what soap manufacturers who have tried it say, Du Pont Soap Geraniol fills a long-felt need in the soap indus-

try. After putting it through actual working tests they find it exhales an agreeable rosy odor even when used in small quantities. In a bouquet it produces that much to be desired velvety note.

And the thing that makes this Soap Geraniol so practical to use is its economy. Mail coupon (attached to your firm's letterhead) for free sample and test it in your own laboratory. For, self proof is most convincing.



# AROMATICS

E. I. DU PONT DE NEMOURS & COMPANY, INC., Organic Chemicals Dept., WILMINGTON, DELAWARE

# SOAP

Reg. U. S. Patent Office

Volume X  
Number 4

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April, 1934

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Published monthly on the 15th by  
**MACNAIR-DORLAND COMPANY, INC.**  
136 LIBERTY STREET NEW YORK, N. Y.

Subscription rate \$3.00 per year. Foreign, except Canada, \$4.00. Canadian, \$5.00. Copy closing dates—7th of month of issue for reading matter and 25th of month preceding month of issue for display advertising. Entered as second-class matter, April 11, 1931, at Post Office, New York, under act of March 3, 1879. Mail circulation, March, 1934, issue 2,685 copies. Total distribution 3,000.

# NEROLLYS

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is Methyl Naphthyl Ketone, a definite aromatic chemical. We are producing it, however, as a liquid. It possesses all of the Orange Flower character of the crystalized product in addition to the very real advantage of mixing readily and uniformly into all aromatic oils.

NEROLLYS

has real fixative qualities. It will not discolor in alkali and is, therefore, recommended for use in soaps, creams and other products which might be of an alkaline nature.

NEROLLYS

is being regularly produced by this company and can be offered at a price which encourages its use in Toilet Soap or other products where a high degree of quality is desired at a reasonable cost.



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AROMATIC CHEMICAL DIVISION

1790 BROADWAY

NEW YORK, N. Y.



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- Semi-Castile Liquid Soap
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- Rub-No Floor Wax
- Pine Disinfectant
- Cresolene Disinfectant
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- Wall Containers
- Deodorette Cakes
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*"Quality Sanitary Products Since 1912"*

Clifton Chemical Co., Inc.,  
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| <input type="checkbox"/> Liquid Soap Base         | <input type="checkbox"/> Deodorizing Block Containers | <input type="checkbox"/> Shampoo Liquid & Base |
| <input type="checkbox"/> Oil Soap                 | <input type="checkbox"/> Coal Tar Disinfectant        | <input type="checkbox"/> Shaving Cream         |
| <input type="checkbox"/> Liquid Floor Cleanser    | <input type="checkbox"/> Pine Tree Disinfectant       | <input type="checkbox"/> Furniture Cream       |
| <input type="checkbox"/> Silver Polish Paste      | <input type="checkbox"/> Rub-No Wax                   | <input type="checkbox"/> Bar Oil               |

(NAME) \_\_\_\_\_

(ADDRESS) \_\_\_\_\_

## FASHIONS IN ANTISEPTICS, ETCETERA

The antiseptics illustrated below make a brave showing, almost anyone would admit. They are neat, attractive, workmanlike packages—the sort that are equally appropriate for shampoos, polishes, liquid wax or soaps, insecticides, barber preparations and many other types of products.

Not the least part of their attractiveness is due to the improved Anchor CTB Caps—the Halitosine Caps printed in black and in white, the RW red lacquered to harmonize with the color of the product. Design, too, has a part in the good looks of these caps; the panel in the top formed by the inverted bead, the reduced height of the knurling and the space above it, the deep rounded threads, and the closely rolled wire edge.

For increasing efficiency a number of new improvements have been worked out. Special ductile and resilient tin plate provides a spring tension and holds the liner under a tight and constant working pressure, improved methods of manufacture insure uniformity in the pitch of the thread that avoids cocking or tilting, narrower knurling eliminates any possible interference with the start of the glass thread, the inverted bead concentrates sealing pressure on the liner directly above the top edge of the bottle . . . all these are factors in making the improved Anchor CTB Cap the easy fitting, tight sealing, efficient closure it is. Samples on request.

**ANCHOR CAP & CLOSURE CORPORATION**  
LONG ISLAND CITY, N. Y. TORONTO, CANADA

Branch Offices: ATLANTA • BOSTON • CHICAGO • CLEVELAND • DETROIT  
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**ANCHOR CLOSURES FOR DRUGS & COSMETICS**

# Package

by  
Stokes  
& Smith



The Baking Soda Package shown above is automatically filled and constructed on two Stokes & Smith machines at a production speed of sixty packages per minute.

A Stokes & Smith Neverstop Automatic Carton Filler and Sealer feeds the cartons, bottom seals them, fills them and top seals them. They are then carried by conveyor into an S & S Automatic Tight-Wrapper which automatically tight-wraps the filled cartons with printed labels and delivers them to shipping containers.

This installation is readily changeable for 8 oz., 10 oz., and 16 oz. packages. The production cost is surprisingly low.

This is but one of hundreds of Stokes & Smith installations. Stokes & Smith engineers probably have an easy answer to your packaging problems. Write and ask them.

## STOKES & SMITH CO

PACKAGING MACHINERY

PAPER BOX MACHINERY

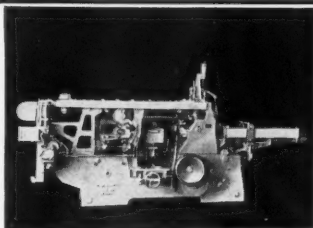
4915 Summerdale Ave., Philadelphia, U. S. A.

British Office: 23, Goswell Road, London, E. C. 1

★ For economy and success, send your packaging problems to S & S

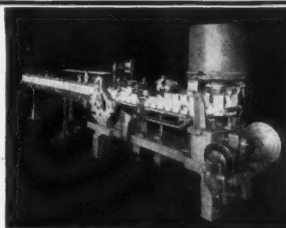
### AUTOMATIC TIGHT-WRAPPER

For all food and grocery products. Automatically tight-wraps carton with printed label. Speed: 60-70 units per minute.



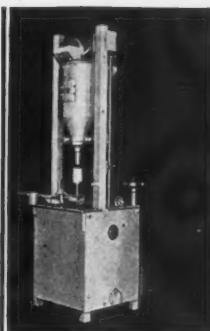
### NEVERSTOP FILLER & SEALER

For all grocery products in cartons. Feeds cartons, bottom seals, fills, top seals. Speed: 40-75 units per minute.



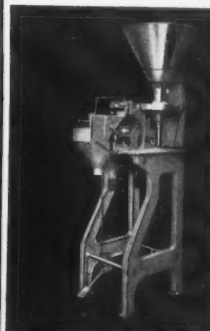
### VOLUMETRIC FILLER

For salted and shelled nuts, tea, whole spices, flaked cereals, etc. Fills by volumetric measurement. Speed: 20-30 units per minute.



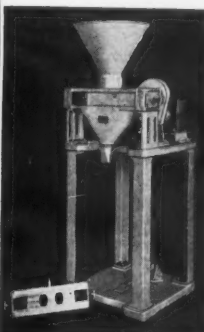
### UNIVERSAL FILLER

For any powder, granular product or paste. Fills by gross weight, volumetric measurement or packing. Speed: 15-30 units per minute.



### CONVEYOR NET WEIGHT SCALE

For nuts in shell, hard candies, flaked products, etc. Fills by net weight. Speed: 15-25 units per minute.





**ESSENTIAL OILS  
SYNTHETIC AROMATICS  
COMPOUNDED PERFUME BASES**  
For the Soap and Insecticide Industries

## **Our PETRODORS**

are specially designed to mask the kerosene odors of insecticides, leaving no stain or after odor. We supply a variety of odors, priced from 50c to \$1.50 per lb.

## **OSOLS**

Water soluble perfumes for theatre sprays etc. Lavender, Lilac, Pine, Mint or any odor requested, ranging in price from \$1.50 to \$3.00 per lb.

## **CRYSODORS**

Strong, lasting perfume compounds for disinfectant blocks or crystals. A variety of odors at low prices.

*Let us have your inquiries.*

**WE ALSO ARE HEADQUARTERS FOR ALL**

*Perfume Materials for use in liquid and toilet soaps, Essential Oils, Aromatic Chemicals, Oleo Resins, Compounded Perfume Bases*

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**180 VARICK STREET NEW YORK, N. Y.**

*Stocks carried in*

**CHICAGO, ST. LOUIS, BOSTON, PHILADELPHIA AND LOS ANGELES**

*"The integrity of the house is reflected in the quality of its products"*



# *It Pays*

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to use our

## **Wool Grease**

in the chemical and leather industry  
for all pharmaceutical, cosmetic and  
technical purposes.

The immense output of our plants  
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Uniform **Quality,**  
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of the wool grease products of the  
**Bremer Wollkämmerei Blumenthal-Unterweser,**  
for the whole world.

Established

1862



1862



# "BEAMAX" DRIES TO A LUSTRE LIQUID WAX

does not require  
polishing...

"BEAMAX" cuts floor maintenance costs by saving labor—no buffing is necessary on application, and no polishing is required.

"BEAMAX" is easily applied with a cotton mop or lamb's wool applicator. It smooths itself. It dries to a hard, lustrous finish in twenty minutes or less.

"BEAMAX" is long wearing. Finish is easily maintained by buffing; each cleaning increases the lustre.

Floors can be washed with clear water without affecting the finish.

"BEAMAX" is recommended for all types of floors—this one wax takes care of linoleum, wood, tile, terrazzo, rubber, asphalt tile, mastic, etc.

"BEAMAX" will not show lap marks when used for "patching" worn spots. It has no odor.

"BEAMAX" is sold in drums, half-drums, and quarter-drums, as well as in 10-gal., 5-gal., and 1-gal. cans. It is a perfect emulsion and will not settle out.

Try "BEAMAX" for yourself. Send coupon for sample and prices.

**THE DAVIES-YOUNG SOAP  
COMPANY**  
Dayton, Ohio

Copyright 1934 by The Davies-Young Soap Co.

The Davies-Young Soap Co.  
Dayton, Ohio.

Please send me without charge sample can of  
"BEAMAX" Dries to a Lustre LIQUID WAX.

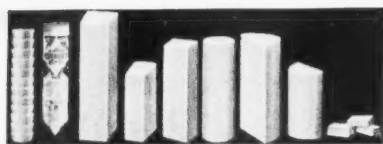
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Address .....

City .....

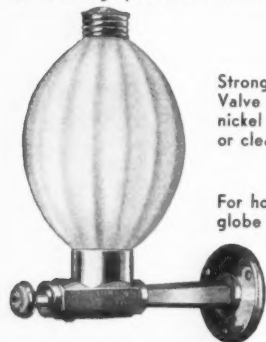
**BIG**  
*profits*

# WITH THIS PROVEN LINE OF SANITARY SPECIALTIES



## AIR PURIFYING BLOS

We are the pioneers and original patentees of air conditioning blos. Hard uniformly perfumed blos made of 100% para and finest essential oils. In sizes and shapes to fit any containers. Colors and fragrances to meet current demand. Packed for you under your private label if desired. Also Urinal Blocettes individually wrapped in cellophane and Deodorizing Crystals in bulk or packed in handsome lithographed tins with or without our name.



**SOAPERIOR**  
**Model 121**

Also other styles wall and basin type Dispensers, Gravity Feed Equipment, Portable and Elbow-Operated Dispensers. Send for catalog.

## SOAPERIOR LIQUID SOAP DISPENSER (Push-In Type)

Strong attractive leak-proof dispenser embodying patented "SOAPERIOR" Hexagon Valve features. Heavy one-piece bracket of non-corrosive white metal chrome or nickel plated. Non-removable 18 oz. capacity fluted glass globe of white opalescent or clear crystal glass (also jade green and black glass or all-metal).

## BABETTE PORTABLE BABY SOAP DISPENSER

For hospital nursery. BABETTE is made of strong chromed white metal with frosted globe holding a pint of soap. Leak-proof . . . filled through a large opening on top. Weight of hand on flange delivers soap in a continuous stream (leaving nurses' arms free). No pumping necessary. Weighted to prevent tipping. Convenient handle for carrying.

## PERFECTION PUSH-UP LIQUID SOAP DISPENSER Model 125

Inexpensive yet incorporates leak-proof valve and patented cone type shut-off. Bracket of white metal nickel or chromed. Transparent heavy glass globe (screws in) holds 14 oz. of soap.



## BLOC CONTAINERS

Neat dignified-looking perforated containers, made of 24 gauge heavy metal—equipped with lock and sliding back.

In White Enamel, Porcelain, Oxidize or Nickel Plate with your nameplate or plain.

In three sizes:—

Large  $3\frac{1}{4}'' \times 3\frac{1}{4}'' \times 9\frac{3}{4}''$ —Holds 40 oz. bloc

De Luxe  $2\frac{3}{4}'' \times 2\frac{3}{4}'' \times 8''$  — " 25 or 16 oz. bloc

Aerzonette  $3\frac{1}{2}'' \times 1\frac{1}{2}'' \times 1\frac{1}{2}''$  — " 4 oz. bloc  
Can be supplied plain or with your nameplate.



**BABETTE**  
**Model 132**

Send for samples and prices of BABETTE Infants Pure Castile Soap. Also Surgical Soaps for hospitals.

# BUILD BUSINESS UNDER YOUR PRIVATE LABEL

## LUSTERBRYTE

"No-Rub water emulsion wax (Liquid). Requires no buffing after application . . . dries glossy in 10 to 15 minutes . . . contains high percentage of Carnauba Wax No. 1 . . . neutral, no excess alkali. Guaranteed against congealing. Freezing will not spoil Lusterbryte.\*"

## TUFEN-BRITE

For rubber floors. Tough and resilient as leather. . . . Brightens and beautifies color . . . preserves absolutely. Non slippery. Exceptionally long life. (Also fine for rubber counters, table tops, etc.)\*"

## VARNISEPTIC MOPPING VARNISH AND FLOOR SEAL

Produces a lustrous non-slippery tough resilient surface easy to maintain. Unexcelled sealing properties . . . resists moisture, oil, grease, traffic. For cork, linoleum, cement, concrete and wood floors.\*

## U. S. TERRAZZO SEAL

This new protective sealer preserves colors, prevents pittings, resists water, traffic and practically eliminates scrubbing. Adds years to life of terrazzo. Absolutely non-slippery. Excellent coverage.

\*NOTE—Packed in 65, 35, 15, 10 and 5 gallon drums and 1 gallon cans.

Send for Price Bulletin on these fine products. Priced right. . . . dependable and profitable.



**SOAP DEPT.** liquid toilet soaps, mechanic's soap, scrubbing soaps, green oil soaps, shower bath soaps, automobile soap.

**SOAP DISPENSER DEPT.** soaperior soap, dispensers, all types for industrial or hospital installations.

**DISINFECTANT DEPT.** coal tar products (co-efficient 1 to 20), pine oil products, chlorine products, live stock dips, cresol compound U. S. P., or Technical, formaldehyde, odorless disinfectants, perfumed sprays.

**POLISH DEPT.** metal polishes, furniture polishes, automobile polishes, floor and dressing oils, waxes.

**SPECIALTIES DEPT.** indoor chemical toilets, sprayers (hand and power), drinking fountains, aeronator air conditioners, vending machines and sanitary napkins.

**MISCELLANEOUS** formaldehyde fumigators, chemical pipe cleaner, deodorizing powders, sweeping compounds, toilet bowl cleaners, weed killers, gum removers, ratocides.

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**U. S. SANITARY SPECIALTIES CORPORATION**

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# Niagara

UNADULTERATED  
PARADICHLOROBENZENE

# PARA

Crystals that are fine, and white, and remarkably uniform.  
Or, if you prefer the bead form, there's Pearlpara . . .  
with the same fineness, whiteness, and uniformity.



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*Associated with Electro Bleaching Gas Co., Pioneer Manufacturer of Liquid Chlorine*

April, 1934

Say you saw it in SOAP!

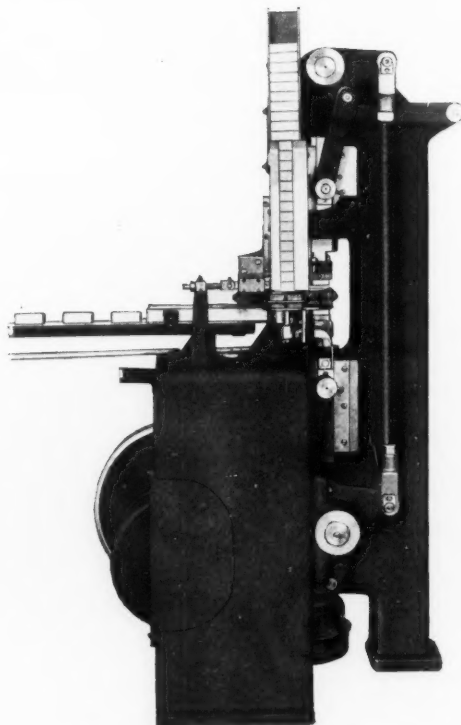
13

It would pay you to use

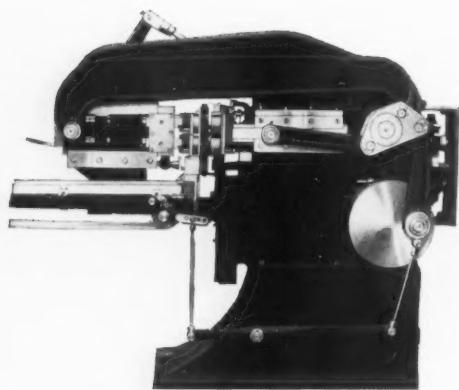
# JONES TOGGLE PRESSES

THE LONGER SOAP CAKES,  
EITHER TOILET OR LAUNDRY,  
ARE UNDER PRESSURE THE  
BETTER THE PRESSING.

ALL NEW TYPES OF  
**JONES PRESSES**  
ARE TOGGLE OPERATED AND  
HOLD THE SOAP UNDER PRES-  
SURE TWICE AS LONG AS  
EARLIER MODELS.



Type ET Toilet Soap Press



Type K Laundry Soap Press

MANY SOAP MAKERS ARE REPLAC-  
ING EARLIER MODELS WITH THEM  
BECAUSE OF THEIR FAR BETTER  
PRESSING, GREATER PRODUCTION,  
ECONOMY IN DIE WEAR AND, LAST  
BUT NOT LEAST, BECAUSE THEY  
OPERATE

WITHOUT NOISE OR VIBRATION

## R. A. JONES & COMPANY, Inc.

P. O. BOX 485 • CINCINNATI, OHIO

The Standardized *Constant Motion Cartoner* packages bottles, jars, tins, collapsible tubes and many other articles. It feeds, folds, and inserts direction sheets and corrugated board liners with the loads



# SOAP

Volume Ten

Number Four

## EDITORIAL

**I**N the face of a deluge of protest, including a last-minute letter of opposition from President Roosevelt, a three-cent excise tax on practically all imported vegetable and fish oils has been adopted. To the soap industry alone, this will mean an annual bill of some thirty million dollars. On the oils affected, the tax approximates one hundred per cent of their present market value. That the amount of the tax is excessive, we believe even the average renderer will agree. Half as much would have been ample. If the tax would tend to foster an increase in domestic production of fats to make up the billion pound shortage for industrial purposes each year, it might have an effect other than punitive. But it cannot. The soap industry must buy industrial fats abroad because the domestic supply will continue to be inadequate. Soap makers who have sold on contract without provision for the tax are in an unfortunate position. Soap costs are boosted sharply. There should be no delay in advancing soap prices in keeping with the higher costs.

—o—

**T**HE consumption of oils and fats in soap manufacture in 1933 was about four and a half per cent less than in 1932. The consumption of oils and fats for all purposes in 1933 showed a material increase over the previous year, the increase being in margarin, shortening and other edible fatty products. Where soap was responsible for forty-one per cent of all fats consumed in 1932, this figure dropped to thirty-seven per cent in 1933. These figures, showing all told something like a billion and a half pounds of fat used in soap making last year, are probably a fairly accu-

rate indicator of the variation in soap production from year to year.

Some extremely interesting facts are revealed by the fat consumption figures, particularly the trend in types and styles of soaps. Last year, the only two oils to show an increased consumption at the soap kettle were palm oil and olive foots. The increase in palm oil was large. This coincides with reports of the increase in Lifebuoy sales and with the numerous private brand imitations of this soap which have come on the market. In the case of olive foots, something of a similar situation is evident where Palmolive soap is concerned. The imitations of this latter soap, however, extend back several years further. Palm oil evidently has B. O. advertising to thank at least in part for its increased popularity. At the same time, considerably less tallow and coconut oil were used by soap makers last year. Among other things, this probably reflects less business done by commercial laundries in 1933. All in all, the reduction in fat consumption by soap makers last year was not large and would seem to indicate that soap production did not fall off to the degree which was generally estimated. The industry is still turning out something in excess of three billion pounds of soap products yearly.

—o—

**G**LYCERIN has been in the spotlight during the past few months. Not only did prices move up sharply, but available supplies apparently dried up to very small proportions. After several years of excess stocks and below-average prices, the recent activity was somewhat unique. Crude became much in demand, so much so that the price rose to something

more than twice what it was a year ago. Sellers of refined grades were reported just about out of the market except in taking care of the requirements of their regular customers. Soap makers who have been doing little for several years in the way of glycerin recovery, began to wish that they had back the material which went down the sewers.

Of course, the first thought in connection with glycerin activity was the prospect of war in Asia. This, however, was stated by several authorities not to be a factor in the current market. Reduced recovering operations by soapers for some time past owing to low prices, an unprecedented anti-freeze demand during the season just ended, wide expansion in the consumption of explosives particularly in mining, and general improvement in industrial operations—these were given as the main reasons behind the glycerin shortage. Furthermore, it has been pointed out, available European stocks were at low ebb for some months.

Already soap makers have expanded their glycerin recovery, the price of crude being a natural inducement. Shipments from Europe have increased. The law of supply and demand is functioning swiftly in response to higher prices, and is bringing forth increased supplies. Some are of the opinion that the market has passed its peak. Others believe that it is destined to go higher. At any rate, refiners are conscious of the fact that too high a price will give to glycerin substitutes the opportunity for which they have been waiting these several years. The efforts of refiners will probably be in the direction of holding prices down, if possible, rather than in putting them higher.

**I**N the enforcement of the soap and glycerin code, there is one feature which has been particularly called to the attention of the industry by the Code Authority. This has to do with the posting in plants and elsewhere of copies of labor regulations, giving hours, rates of pay and other information. Official copies of these regulations, procurable from the Code Authority, must be posted conspicuously in a sufficient number of places to be fully accessible to all workers. The last date on which application for copies of such regulations were to be filed, was April fourteenth.

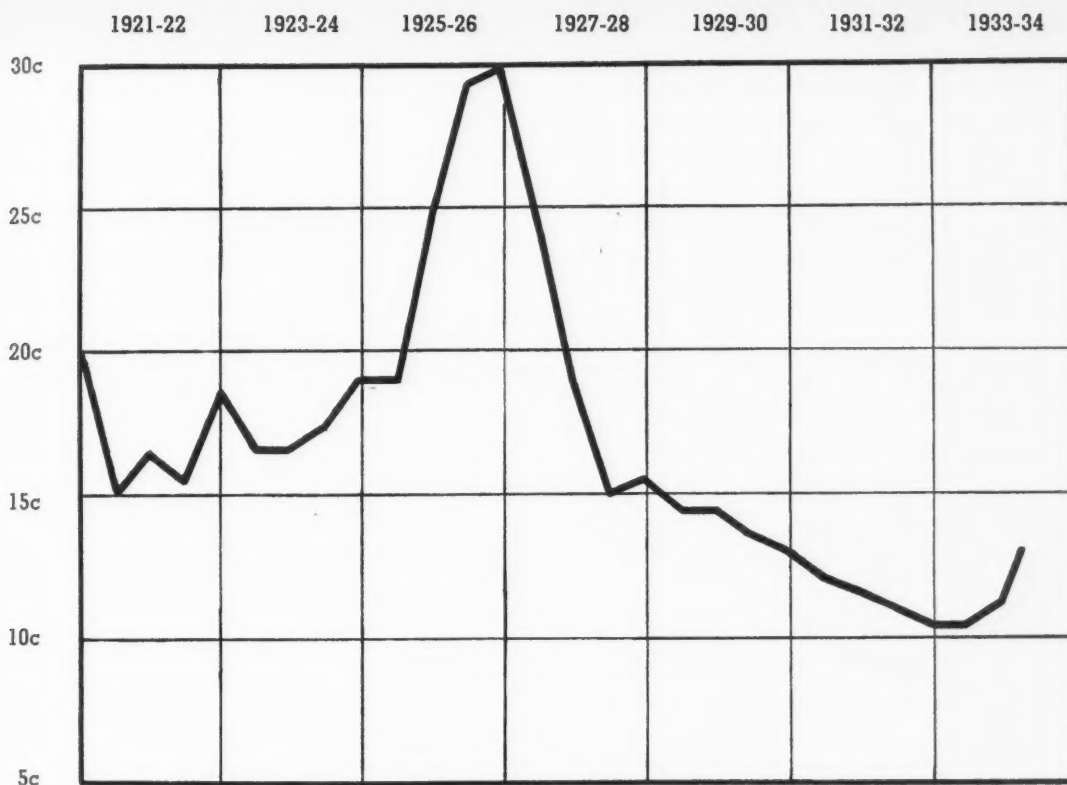
Any soap makers who have not as yet complied with this section of the NRA, are subject to prosecution and penalties. The proper procedure for such manufacturers is to apply at once to the Code Authority for official copies of the regulations and to post them immediately. It should be borne in mind further that the soap and glycerin code applies to all establishments manufacturing *any* soap or glycerin, whether it be the main business of the firm or not. If any soap or glycerin are manufactured, the official regulations under the code of this industry *must* be posted. If there are doubts in the minds of manufacturers, we suggest that they communicate with the Code Authority for a ruling in their particular cases.

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**I**N some instances, soap makers are reported as applying to local NRA officers for interpretations of certain provisions of the soap and glycerin code. This is not the correct procedure. Any soap maker who is in doubt about any provision of the code should communicate directly with the Code Authority of the industry, and not with the local NRA office. Only by issuing interpretations from headquarters can they be kept uniform for the entire country. Likewise, only interpretations from the Code Authority are official. Other opinions, frequently passed by word of mouth, are dangerous and often incorrect. This is a warning which all soap makers should heed.

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**T**HE general meeting of the soap industry which was called for April 5th at Chicago was postponed by the Code Authority of the soap and glycerin industry. The reason for putting off the meeting until a later date lies in the uncertainty regarding the hours of labor under which the soap industry will be called upon to operate based on the plan to reduce hours further in all industries where possible. When and if the NRA calls upon the soap industry to reduce its present hours of labor under the code, the meeting will be called for a general discussion by the entire industry. Ample advance notice of the meeting will be given. When the notice does come, every soap maker in the country should plan to attend. Matters of vital importance to every firm, large or small, will be discussed. Not a soap maker should miss attending.



Movement of C. P. Glycerin Prices Since 1921

## GLYCERIN

**W**HEN the price of glycerin advances sharply after several years of extreme quiet and low prices, there is little wonder that the average soap maker mourns the unrecovery crude which was permitted to run into the sewer. Behind the scarcity of available glycerin during the past two months, lies a two-year reduction in crude glycerin recovery at the soap works, not only in the United States, but in the United Kingdom, Germany, and Holland. Low prices made glycerin recovery a rather unprofitable business, as every soap maker knows. Consequently, in many soap plants, particularly in the smaller plants, half, three-quarters, and some times all of the available glycerin found its way into the sewers. Many a glycerin still was continued in operation simply because it was there in the plant, and not with any idea of profit.

By early this year, the situation had changed abruptly. A steady reduction in accumulated stocks of refined glycerin last year found supplies small as 1934 business began. On top of this, demand showed a wide expansion, some consuming industries taking two and three times their normal quantities during January and February. Prior to and during that time, anti-freeze requirements had eaten heavily into stocks. The demand for automotive purposes during the past season was reported to have

been heavier than ever before, due principally to one of the coldest winters on record. General industrial expansion including mining, road building, and similar operations, was reflected in an increased consumption of explosives, which became an added drain on glycerin stocks.

When war talk is being bandied about as it was early this year, any advance in the price of glycerin is naturally taken to be a direct result of such talk. The newspapers have for some months been picturing Japan and Soviet Russia at war in Asia. It is quite generally known that six months or so ago, Japan was a heavy buyer of phenol in the American market. However, it was generally believed that this material was to replace in part explosives used in the Chinese campaigns. In the case of glycerin, however, those who should be in a position to know state that war prospects have had nothing whatever to do with the recent market activities. They are laid wholly to natural economic causes, accumulative over a period of two or three years, and chiefly in the form of reduced production.

Apparently, several elements in the glycerin market during 1933 had a hand in the situation which developed early this year. With crude glycerin under four cents as it was last year, there was certainly no incentive for soap makers to recover it, and perhaps less for fat splitters.

Demand for refined grades, although not especially active during the first half of 1933, has not dropped off in proportion to the reduction in glycerin recovery. Demand requirements were, therefore, supplied to a considerable degree out of previously accumulated stocks, which at one time were reported to be quite heavy. Evidently, these stocks were whittled down to a low level, especially by the unprecedented anti-freeze demand of the past winter. Then, when this was followed by a heavy wave of accumulated regular routine demand early this year, there were no stocks to meet it. Recovery and refining were likewise at low ebb during January and February and there was little opportunity to speed up production rapidly enough to take care of immediate requirements. Although soap makers and others began to get under way with expanded crude recovery, it was known that some time would be required before the new stocks would be available. American refiners naturally turned to Europe to augment their reduced stocks of both crude and refined. There they found a situation not unlike that in the United States.

For some time, most of the smaller soap makers of Europe had either stopped recovering their lyes or had cut down the recovery to small proportions. The larger soap works were producing on restricted schedules, mostly at about 25 per cent of normal output. Late in 1933, demand for glycerin for export to South America, South Africa, and Australia from both English and Continental refiners, expanded very considerably. Heavy shipments were made in December and January. By about the first of March, most of the surplus stocks on hand in Europe had been sold, some for shipment to the United States. In February, recovery of crude in a number of the soap plants was increased and by the middle of March, most of the plants were working on as large a proportion of their lyes as possible. However, this increased production has come about slowly and much of the glycerin is only now available for shipment. During the past few months, German and Dutch refiners were reported rather badly off for crude and more or less eager buyers. Consequently their ability to offer refined was considerably restricted.

Soap makers, both in the United States and Europe, are now reported working to as near full capacity as possible on crude with a view of catching the present market born of the shortage. Soap production in the United States is indicated to have been stepped up considerably since early March and this is said to be furnishing additional supplies of lye. Soap makers, both large and small, are reported to be filling all available storage space with finished soap to beat the proposed excise tax on imported oils and fats which many believe is certain to come at a level of  $2\frac{1}{2}$  to 3c per pound.

The immediate future of the glycerin market appears quite definite in the minds of some leading factors. They seem to believe that it will take another month to clear up the conditions accompanying the shortage. Prices meanwhile are not likely to decline. That they

may go higher is problematical, but on the whole unlikely. Even present prices have been nominal for some time on carload quantities. If such a situation did not cause a continuation of the rise in price, it is not probable that refiners will permit the market to move upward now. A lower trend from the highs in the European market is likewise a factor which must be considered even though producers abroad state that any increased production abroad will for some time be taken up by demand in that market.

From the consuming angle in the American market, the rush of demand early this year has probably been fairly well taken care of both for C.P. and dynamite. The chief interest now seems to be in prices for anti-freeze material for next season. As viewed at present, there seems to be every likelihood that practically all of the new anti-freeze business will be written at considerably higher prices than last year. Last year, the anti-freeze trade had a glycerin market at just about half the current levels to deal with. Even granting some reaction from present levels, as soapers increase their crude production, there is little chance that prices will go to within thirty or forty per cent of last year. This, of course, brings up the complications of competitive products, alcohol and ethylene glycol, and raises the question of what effect higher glycerin prices will have on its proportion of tonnage in the anti-freeze field.

**T**HE glycerin market of the past three or four months again emphasizes the fact that the United States is normally a glycerin importer. Glycerin imports for 1933 were less than 9,000,000 pounds total, and for 1932, less than 7,500,000 pounds of both crude and refined. In 1930 and 1931, about 12,000,000 pounds came into the United States each year. In 1929, the total imports were 20,000,000 pounds. In 1926, the greatest import flood of glycerin ever to come into the country, amounted to 38,000,000 pounds. Between these low and high points, there is probably a figure representing the normal import requirements of this country for a year of average conditions. Depressed demand during 1932 and for a good part of 1933, coupled with low prices in the American market, held down imports. American production was adequate for the purpose, plus such imports as did come in. Under the pressure of an expanded demand, however, the need for additional supplies sent American refiners to the European market again. With all the fluctuations of the market and the variations in demand, the normal consumption of the United States at fair average prices is greater than production under the same circumstances.

Looking back over the past few years, it is really no wonder that glycerin recovery generally had fallen to low levels. At the end of 1931, according to Government figures, some 38,000,000 pounds of glycerin were on hand in the United States. By the end of 1932, this total which included both crude and refined, had increased almost to 50,000,000 pounds. That it should have had an unusually depressing effect on glycerin recovery is

evinced by a market for dynamite which went close to six cents. That it should have been cut down to very small proportions by the end of 1933, appears to speak volumes for the anti-freeze demand of the past season. There is quite a difference to the soap maker in the way of incentive to operate his glycerin recovery equipment when crude is under four cents and when it is around eight cents. This is just the difference between 1932-33 and the present market. Higher prices have already spurred recovery of crude. There seems to be no particular reason why generally improved business cannot take care of this increased production without any material reduction in price from present levels.

**F**OR consumers who feel perhaps that the price has been put up unduly of late, it is interesting to look back over what may be considered "normal" prices. Going back prior to the war, the average price of C.P. glycerin for the ten years from 1904 to 1914 was about 14 cents. It is evident that a C.P. price at ten cents or less, and other grades in proportion, was bound sooner or later to bring about a shortage. Had demand been up to normal earlier in 1933, the tightness in the market would probably have occurred that much sooner. As it was, some forty or fifty million pounds more glycerin appeared to have been consumed last year than was recovered and refined by the principal glycerin producing countries.

Consumers can rest assured that glycerin refiners are not going to permit the market to go to a point where competing products can obtain a larger share of glycerin business, if they can help it. There is also the low priced European competition to be borne in mind. Memories of 1926 with its high prices and flood of imports are still fresh. Prices will probably stabilize themselves around present levels for the time being at least.

Great strides have recently been made by the Japanese soap manufacturers in foreign markets, notably in Manchukuo, India and China. They have been particularly successful with their laundry soap, in which there is little or no tallow, as it is found preferable to use either fish oil (sardine, herring, or cod) and suitable vegetable oils from Kyushu.

Shipments of American soaps and toilet preparations to Alaska fell off in 1933, as will be noted in the following table:

Soaps:	1932	1933
Toilet or fancy.....	\$28,871	\$27,338
Laundry.....	63,971	56,501
Other soap.....	9,707	11,485
Perfumery, cosmetics, and toilet preparations	22,230	19,282

Bristol-Myers Co. has merged its two half-hour radio broadcast programs, the "Ipano Troubadours" and "Fred Allen's Sal Hepatica Revue," into a one hour program, featuring both products jointly.

## BRITISH GLYCERIN EXPORTS INCREASE

British foreign trade in glycerin improved in 1933, when exports totaled 203,473 cwt. valued at £389,047, as against 160,173 cwt., value £311,761, in the preceding year. Imports in 1933 amounted to 50,000 cwt. (£70,074) as against 25,266 cwt. (£34,934) in 1932. Comparative data showing foreign trade in crude and distilled glycerin in 1932 and 1933 are as follows:

	1932		1933	
Exports	Cwt.	Value	Cwt.	Value
Crude.....	28,979	£38,989	26,387	£35,109
Distilled.....	131,194	272,772	177,086	353,938
Imports	Cwt.	Value	Cwt.	Value
Crude.....	19,455	24,292	42,657	56,675
Distilled.....	5,811	10,642	7,343	13,399

The consumption of soap is spread over the face of the earth so completely that its statistics are sometimes used to measure the relative degree of civilization in various countries. The figures as given are not altogether good measures, as they give equal weight to soft soap containing large proportions of water and to hard soaps. Furthermore, special soaps are not included in the data for Germany, where they are used to a very large extent. With these exceptions noted, the following table gives the per capita consumption of soap in various countries (in kilograms), according to *Chemische Industrie*:

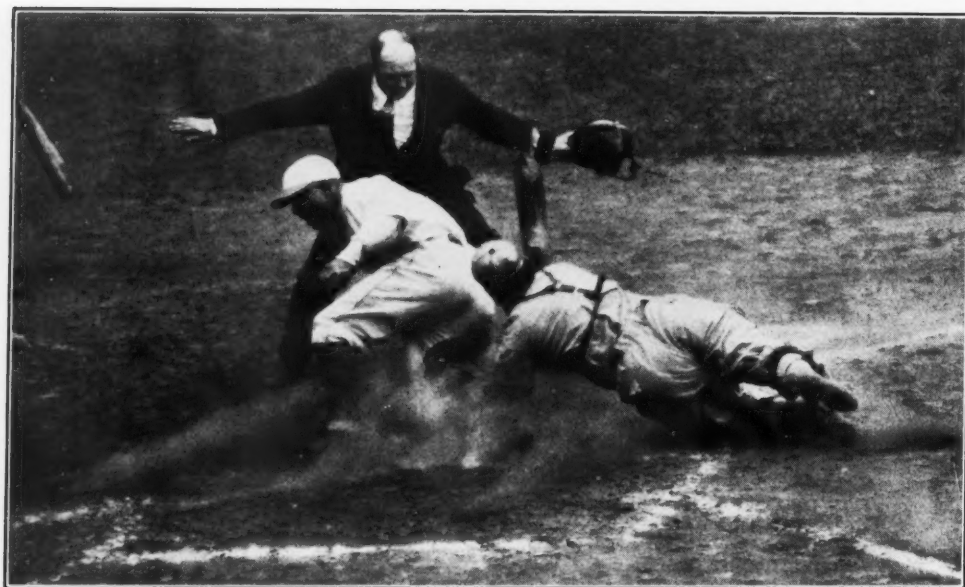
United States .....	11.5	Germany .....	6.3
Holland .....	11.1	Norway .....	5.4
Denmark .....	10.0	Italy .....	4.1
Great Britain .....	9.0	Spain .....	4.0
Australia .....	8.7	Hungary .....	2.7
France .....	8.0	Russia .....	2.5
Belgium .....	7.0	Poland .....	
Switzerland .....	7.0	Jugoslavia { .....	under 2.0
Canada .....	6.8	Rumania { .....	
Sweden .....	6.6	Bulgaria { .....	

Red is still the best attention-getting color for use on lithographed cans, according to a recent discussion of this subject by A. R. Carnie, Continental Can Co. He named as another effective combination, black, gray and white.

Ed Orrell, Beauty Counselors, Inc., was elected chairman of the entertainment committee of the Michigan Cosmetic and Extract Association at the March meeting held in the Masonic Temple, Detroit. A newly elected member of the association is the Jane Edwards Co. The April meeting was held at the Downtown Club and celebrated the first anniversary of the formation of the association.

Monsanto Petroleum Chemicals, Inc., affiliated with Monsanto Chemical Co. and Thomas & Hochwalt Laboratories, Inc., has been organized in Dayton, Ohio, to engage in the manufacture of aromatic chemicals, alcohols and synthetic resins from petroleum. The new concern will take over the plant and processes of Dayton Synthetic Chemicals, Inc. Officers are Edgar M. Queeny, president, and Charles A. Thomas, vice-president.

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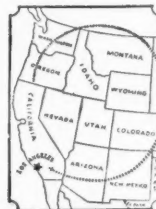
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# Sulfated Fatty Alcohols

## Their Newer Developments and Commercial Possibilities in the Field of Soap Substitutes

### Part II

By CORNELIA A. TYLER, PH. D.

**W**HILE the alcohol sulfates are effective for both household and laundry uses, particularly in hard-water regions, it is probable that they will be used more extensively in the textile field. Here their peculiar properties give them a definite and outstanding place. In some textile processes they are used alone, and in others in combination with soap, builders, or other detergents. These special uses will be dealt with in detail according to the kind of textile. In the following discussion there are many instances where either sodium lauryl or oleyl sulfate may be used, due to their similarity in properties. It is to be remembered that sodium stearyl sulfate is suitable only as a finishing agent.

#### Wool Scouring

**T**HE alcohol sulfates have been used in the textile industry for some time, and a number of practical experiments made. Sodium lauryl sulfate and sodium oleyl sulfate have been compared as to their scouring effect by their use in the regular production of a wool scouring mill over a period of several weeks. During this time 1,700,000 pounds of wool were scoured. Each lot of wool was divided into two parts, which were scoured under parallel conditions, one with lauryl sulfate, and one with oleyl sulfate. Many types of wool were used, including limed and pulled wools, shorn wool, extremely soiled wool, high grease content wools, fine wools for worsteds, and dry clean wools. The consumption of chemicals was one pound of soda ash to 17 pounds of wool in the grease, and one pound of lauryl sulfate to 960 pounds of wool in the grease, for one type of scour. For the other, the consumption was one pound of soda ash to 18 pounds of wool in the grease, and one pound of oleyl sulfate to 1200 pounds of wool in the grease. This and other plant tests have proved that sodium oleyl sulfate is more efficient as a general wool scouring agent than the lauryl product.

There are special cases in which lauryl sulfate is superior. It has been found that it is a better detergent than oleyl sulfate for scouring limed and pulled wools of a shrinkage up to about 25 per cent. Its efficiency here lies in the freedom of the scoured wool from lime soaps, and in the ease of control of the scouring bowls during a run. With wool showing a shrinkage over 25 per cent, oleyl sulfate is preferable. Even the high grease content wools for worsteds which show a shrinkage of 55 to 65 per cent or more, are readily scoured with

sodium oleyl sulfate. The criterion of the efficiency of the process was a determination of the amount of grease remaining in the wool. The scouring operation was considered complete when the residual grease content was less than 1 per cent of the weight of the original sample.

Advantages claimed for the use of the alcohol sulfates as scouring agents are that the wool afterward has a fine soft handle, is clear, bright, and very open, and free from any sticky precipitates. The greater solubility and rinsibility over that of soap, facilitate removal of emulsified grease and soil. Control of the scouring trains is easier than when soap is used. Any alcohol sulfate remaining in the wool improves the dyeing and running qualities due to its penetrating and lubricating action. On the other hand, soap remaining in the wool may result in the separation of fatty acids, which cause difficulties in the dyeing operation. Scouring is sometimes considered as a "closed" operation, whereas in reality it usually leads up to milling, dyeing, etc. This attitude results from the specializing of plants in individual processes in the handling of textiles. Many firms have as their chief aim the sale of a product after the scouring stage. It is obviously more correct to think of scouring as a preparation for the next step. A textile may be scoured with soap and soda to look exceedingly white, and yet, because of the accumulation of lime soaps in it, be in a very poor condition for dyeing.

The alcohol sulfates have not as yet proved entirely satisfactory for the scouring and wet finishing of woolen and worsted piece goods. The reason is that solutions of alcohol sulfates do not possess sufficient body to exert the necessary mechanical action on the goods for the removal of dirt such as chalk marks and graphite stains. When used with soap, however, they aid in producing clean goods by preventing the precipitation of lime soaps, and by reducing the time necessary for rinsing. Certain products which contain appreciable amounts of free fatty acids and ordinary soaps, are being marketed at present as hard-water-resistant textile assistants. Their action is due to the soap, that which is present and that which is formed. Since development work is still in progress on the alcohol sulfates, it is quite probable that some new or modified compound will be evolved to meet this particular need.

Spinning oils have ordinarily been removed from yarn and tops with soap and soda ash, sometimes with the assistance of solvents, but the desired results have not

always been obtained. The presence of soap interferes in the dyeing operation. Either liberated fatty acids or residual alkali will cause uneven dyeing. Yet it is very difficult to rinse materials which have been scoured with soap and soda ash. When sodium oleyl sulfate is added to the soap and soda solution, subsequent rinsing is greatly facilitated. No insoluble precipitates are formed and felting is considerably reduced.

The bleaching of wool to a clear white with hydrogen peroxide is assisted by the use of sodium lauryl sulfate. The uniformity of the bleach is appreciably improved by the addition of a small amount of the lauryl sulfate.

The alcohol sulfates constitute a valuable addition to baths for dyeing wool. They assist in maintaining level dyeing because of their penetrating power. They are especially useful on hard twist yarns and fabrics. A part, or all of the Glauber's salt used with acid dyestuffs, is being replaced by the lauryl or oleyl sulfate. This produces a softer and more open wool. They are also valuable in the dyeing of wool shoddy material where a soft handle is desired. The alcohol sulfates may be used to advantage in the scouring of wool after dyeing with indigo. The resulting shades are brighter, the wool is more open, and crocking is materially reduced. They are also useful in the scouring of fabrics where different types and grades of wool have been used. The dye will take much more uniformly than if soap were used. This is because of the interference of metallic salts, lime, etc., which different stocks contain.

The alcohol sulfates do not exert any felting action. This is an advantage in all wool processing operations except that of fulling. The only point in adding lauryl or oleyl sulfate to fulling liquids is that a small amount of alcohol sulfate aids in the penetration of the heavy fulling mixture and shortens the fulling time. In some instances the fulling time has been cut to 25 per cent. Alcohol sulfate also aids in the removal of fulling liquors on rinsing. With certain fabrics the rinsing time may be cut in half.

Sodium lauryl sulfate is finding wide use for the washing of heavy felts such as are used on a Fourdrinier paper machine. The older method of washing paper mill felts was with the use of trisodium phosphate, or soap and soda ash. These strongly alkaline materials are difficult to remove from the heavy felt. In most mills it has been necessary to remove the felt from the paper machine and wash it in a special washer. This caused the loss of considerable time when the mill was in operation, since an hour or more of rinsing was necessary to free the felt from residual alkalis. Felts can be washed directly on the Fourdrinier machine, with sodium lauryl sulfate. The rosin size, clay, pitch, inorganic soil, and other dirt which accumulate on the felt are efficiently removed after a rinse of from 15 to 30 minutes.

#### In the Cotton Mill

**T**HE lauryl and oleyl sulfates aid in the preliminary wetting and scouring of cotton in removing natural and manufacturing impurities. They may be used with

any of the commercial enzyme preparations, where they assist in the removal of sizing material which has not been completely converted by the enzyme. They promote the efficiency of the kier-boiling process and are unaffected by the action of dilute alkali, under pressure. Bleaching agents do not oxidize them. A small amount of alcohol sulfate produces a clear white and a smooth handle. It may be used with sodium hypochlorite or hydrogen peroxide.

In the mercerizing of warp yarns, it is the custom to use an assistant in the last rinse bath, which will aid in the separating and splitting out of the individual ends after drying. The alcohol surfates are particularly applicable for this purpose, being stable at the high temperatures used for drying. The use of stearyl sulfate will give added softening and finishing effects, permanent on storage.

As an auxiliary agent in dyeing, the lauryl and oleyl sulfates give cleansing and leveling effects superior to those of soap, and may be used under acid, neutral or alkaline conditions. Goods which have been dyed with acid colors are subject to bleeding if milled with soap and soda ash. For this purpose the alcohol sulfates offer greater possibilities than any chemical previously used. They act as protective agents when used to replace part or all of the soap and soda ash. The resistance of these alcohol sulfates to salt solutions makes them very valuable as scouring agents for printed cotton goods. They have a marked detergent action and at the same time prevent the running of the colored prints. When substituted for soap and fresh water for this purpose, a reduction in the number of changes of baths is effected. The colored prints are brightened and a clearer white produced, bringing out the design to better advantage.

#### In Silk Throwing

**S**ODIUM lauryl and oleyl sulfates are particularly adapted to the soaking of silk for throwing. The quantities of the usual emulsified oils used in the soaking baths may be reduced as much as 75 per cent by the addition of a relatively small amount of alcohol sulfate. The amount of caustic soda necessary to maintain a good emulsion can also be greatly reduced, and in some cases completely eliminated. By reducing the alkalinity, the temperature of the soaking bath can be increased and the time required decreased. Emulsion prepared with alcohol sulfates show a high exhaust of the throwing oil on the silk fibers. The alcohol sulfates appear to act as penetrating assistants for the emulsion. They have less tendency to remove sericin than do strongly alkaline soap emulsions. Thus a heavy take-up of oil, and a soft silk in excellent condition for throwing are obtained.

It is not possible to replace the usual degumming agents with the alcohol sulfates, but a small amount of these will improve the texture of the silk, particularly where hard water is used. If fabrics are to be weighted, better absorption of the metallic salt solution is obtained with alcohol sulfate present. When added to silicate baths, the baths may be used over longer periods of time than formerly.

Sodium stearyl sulfate has been used extensively for finishing silk, cotton, and rayon fabrics. Used as a softening and brightening agent, it replaces special finishing oils such as turkey red oil and sulfonated tallow. In many cases the small amount of stearyl sulfate used gives an apparent body to the fabric which permits the elimination of some of the starch from the finishing formula. Sodium stearyl sulfate possesses what appears to be almost a substantivity for silk and rayon fabrics, which makes it possible to dye and finish a fabric in a single bath. Sulfonated oils do not show this substantivity, or exhaust from the bath on fibers. Ordinary sulfonated oils can only be applied to the fiber satisfactorily in a special finishing operation. Since stearyl sulfate is chemically stable and resistant to oxidation on ageing, it may be used on the highest quality of fabric. Rancidity never develops and white materials do not cloud or turn yellow. A characteristic of stearyl sulfate is that it is most effective as a finishing agent for silk and rayon when used in very small amounts; with large amounts a desirable finish cannot be produced. In other words, a large amount of oil or softener can be replaced by a small amount of stearyl sulfate. In many finishing operations the use of stearyl sulfate enables calendering to be reduced, or in some cases entirely eliminated.

#### In Processing Rayon

**I**N the processing of rayon skeins, all operations must be curtailed to a minimum to insure the best winding qualities. The rinsing can be greatly reduced if the skeins are scoured with lauryl or oleyl sulfate. Used as scouring agents, they need not be rinsed out completely, as any residual alcohol sulfate will cause no difficulty in subsequent operations. When used in the dye bath they aid in reducing streaky warp lines, particularly with colors fast to light, which give the greatest difficulty. The dyes used for cellulose acetate rayons are insoluble in water and form fine suspension. The addition of lauryl or oleyl sulfate improves the dispersion of this type of color and promotes levelness, with an increase in dyeing strength. As a finishing agent, sodium stearyl sulfate is particularly useful in giving rayon and acetate rayon a very smooth, soft and high-luster finish.

It is obvious that the applications cannot in all cases be allocated to any one of the above headings. For example, what is said about dyeing holds true for any class of fabrics, and particularly for mixed or "union" goods. Dyestuffs which are difficult to dissolve and which leave considerable sediment will go into solution much more readily in the presence of a small amount of alcohol sulfate. This is especially true of dyes which have a tendency to gum or float on the surface of the dissolving bath. Certain alizarin and vat dyes give much better suspensions with the use of alcohol sulfate. Colors which have a marked tendency to bronze such as sulfur or direct blacks may be aftertreated with alcohol sulfate to produce full bloomy shades.

For the scouring of hosiery and knit goods, sodium

stearyl sulfate is particularly satisfactory when combined with a small amount of alkali. The goods are then put in the dye-bath, with or without intermediate washing. The softening effect of stearyl sulfate is more or less permanent, that is, it is retained after several washings.

Lauryl and oleyl sulfates are of particular interest to manufacturers of pile fabrics. The addition of alcohol sulfate to both scouring and dye baths for this type of fabric will result in a softer pile. Complete rinsing will be facilitated, and a brighter and more open pile produced, highly suitable for shearing.

No doubt many special uses will be found for these products outside of the textile field. For instance, the superintendent of a zinc smelter reports great enthusiasm for sodium lauryl sulfate. Workmen who handle zinc sulfate solutions tend to develop sores unless their persons and clothes are kept clean and free from the chemicals with which they are working. It is very difficult to remove zinc salts with soap or other previously known detergents, but quite simple with lauryl sulfate which forms a soluble zinc salt.

#### Marketing

**T**HE American Hyalsol Corporation purchased the United States patent rights for the manufacture of the alcohol sulfates from the Deutsch Hydrierwerke A.G. and the H. Th. Boehme A.G. The American licensing company has granted three licenses for manufacture and sale in this country. One is to the duPont organization, one to Procter & Gamble, and one to a joint subsidiary of these two called the Gardinol Corporation. The duPont company has constructed a plant at Deepwater Point, N. J., for the manufacture of the alcohol sulfates and will sell them for industrial and textile uses. Procter & Gamble are interested in household and laundry sales. The National Aniline and Chemical Company also acts as an agent for American sales.

The alcohol sulfates as sold by duPont to the textile trade appear under the names of Gardinols and Brilliant Avirols. Gardinol C A Powder is essentially sodium oleyl sulfate. Gardinol W A Powder and Gardinol W A Double Powder are "different strengths" of technical sodium lauryl sulfate. Brilliant Avirol L-142 and Brilliant Avirol L-168 are technical grades of sodium stearyl sulfate. The lauryl product is sold in non-textile bulk trade as Orvis. Development work continues and probably many new products of the same general type will appear from time to time.

Related products now on the market are Brilliant Avirol L-144, Brilliant Avirol K-10, Lanaclarin L M, all liquid products put out by the duPont company, and Igepon A and Igepon T, produced by I. G. Farbenindustrie A.G. and sold by General Dyestuffs. Brilliant Avirol L-144 is a complex oleyl derivative and is supposed to combine both detergent and finishing properties. Brilliant Avirol K-10 is recommended in emulsions for the oiling of yarns and raw stock. Lanaclarin

(Turn to Page 65)

# A INDUSOIL

# A

## NEW FATTY ACID

A low-priced substitute for Commercial Red Oil. Never before manufactured in the United States.

In view of advancing commodity prices, why not standardize on a product less subject to market fluctuations?

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# Soap Used Less Fats in 1933

Oil and Fat Consumption at Soap Kettle 4.6% Under 1932—  
Palm Oil Showed 12% Increase—Other Fat Uses Up

**T**HE American soap industry consumed 4.6 per cent less fats and oils in 1933 than were used in 1932. Of the more important oils and fats, palm oil and olive foots were the only ones to show an increased consumption at the soap kettle in 1933. The increase in the case of palm oil amounted to something around twenty million pounds or about twelve per cent. While the soap industry was using less fats, the total consumption of oils and fats for all purposes increased in 1933 over 1932 by 4.5 per cent, a total increase of 159,000,000 pounds. This increase was accounted for by greater consumption in margarin, shortening, and other edible fatty products, and in the paint and varnish industry. These figures were derived from the annual census of factory consumption of oils and fats by the Bureau of the Census of the Department of Agriculture.

The soap industry continued to be the largest consumer of oils and fats in 1933 by a wide margin, using altogether 1,311,263,000\* pounds. In 1932 1,375,416,000\* pounds went into soap. In 1933 soap accounted for 37 per cent of all fats consumed, while in 1932 it used 41 per cent of the total. The second largest consuming group in both years was lard compounds and shortening, with a total of 972,142,000 pounds in 1933. The figures for the soap industry would appear to show that soap production in 1933 did not fall off in tonnage to the extent estimated late in the year. The reduction in output was estimated by some to have been between ten and fifteen per cent under the previous year. The fat consumption figures would indicate that the drop was nearer five per cent. It is interesting to note that of all the soap oils and fats, palm oil was the only one to show a marked increase. This was more or less to be expected from the large increase in sales of the red "health" soaps during 1933, including the numerous private brand imitations of the original.

Soap manufacturers used 31,000,000 pounds less coconut oil in 1933 than they did in 1932. The total consumption of coconut oil in 1933, however, increased by some 34,000,000 pounds, the increase going wholly into edible products. In 1932, about 65 per cent of the total consumption of coconut oil went into soap. In 1933, only 55 per cent went for soap. The total con-

sumption of coconut oil was 549,515,000 pounds in 1932, and 583,826,000 pounds in 1933.

**P**ALM oil consumption increased about 24,000,000 pounds in 1933 over 1932, the great bulk of the increase going into the soap kettle. The total consumption in 1932 for all purposes was 208,547,000 pounds and in 1933 was 232,619,000 pounds, of which 80 per cent went into soap. Olive oil foots showed an increased consumption in soap last year of about one million pounds, the soap industry consumption being 31,878,000 pounds for the year. This represented practically the entire consumption of olive foots.

In tallow and grease, there was a sharp drop in consumption at the soap kettle. In 1932 soapers used 549,186,000 pounds of inedible tallow, while in 1933 they used 508,824,000 pounds, a drop of 40,000,000 pounds or seven per cent. Grease dropped from 143,724,000 pounds in 1932 to 124,743,000 pounds in 1933, 19,000,000 pounds or thirteen per cent less. The consumption of marine and fish oils was practically the same for each year, 98,000,000 pounds in 1932, and 97,000,000 pounds in 1933.

The following table shows the consumption in pounds of the leading oils and fats (not including foots) at the soap kettle for the two years:

	1932	1933	
Coconut Oil.....	353,527,000	322,264,000	9% Less
Palm Oil.....	168,009,000	187,962,000	12% More
Olive Foots.....	30,877,000	31,878,000	3% More
Tallow.....	549,186,000	508,824,000	7% Less
Grease.....	143,724,000	124,743,000	13% Less
Fish and Whale Oils	98,000,000	97,000,000	1% Less

In the case of cottonseed oil, which showed a consumption figure well in excess of a billion pounds for 1933, more than twice any other oil or fat, it is interesting to note that almost seven million pounds are listed as going to the soap kettle as such. There is also noted in the case of cottonseed foots, an item of 112,686,000 pounds which probably found its way into soap powders, etc., as soap stock. In fact, for 1933, a total of some 164,000,000 pounds of foots of all kinds is recorded, the bulk of which probably ended up in the soap kettle. The same was undoubtedly true of 172,000,000 pounds of foots recorded for 1932.

The detailed consumption table as compiled by the Bureau of the Census for all oils and fats is reproduced herewith. Oils subjected to hydrogenation or other treat-

\* These figures do not include 164,000,000 pounds of all foots consumed in 1933, and 172,000,000 pounds in 1932, which foots probably went to the soap kettle and would increase the soap industry fat consumption by these amounts.

† Production of coconut foots was up about 10,000,000 pounds in 1933 over 1932. These foots probably went to the soap kettle and would reduce the coconut oil loss in soap in 1933 by this amount.

ment for special uses were reported as consumed in the products for which intended. For example, oils treated for soap, were entered in the column headed

"Soap," and oils intended for edible purposes were entered in their respective column. Ultimate uses of the primary oils are designated in this way.

**Factory Consumption of Primary Animal and Vegetable Fats and Oils, By Classes of Products, Calendar Year 1933**  
(Quantities in thousands of pounds)

	Total	Compounds and Vegetable Shortenings	Oleomargarine	Other Edible Products	Soap	Paint and Varnish	Linoleum and Oilcloth	Printing Inks	Miscellaneous Products	Loss Including Foots
Total.....	3,514,641	972,142	198,794	247,753	1,311,263	297,560	69,938	13,419	239,072	164,700
Cottonseed oil...	1,114,846	852,843	17,997	121,558	6,967	9	.....	14	2,772	112,686
Peanut oil.....	8,872	3,330	2,635	1,269	529	1	.....	.....	36	1,072
Coconut oil.....	583,826	7,117	150,096	69,333	322,264	39	.....	2	2,642	32,333
Corn oil.....	43,946	1,128	341	27,893	3,638	213	12	.....	3,749	6,972
Soybean oil.....	22,958	489	7	460	4,235	8,568	5,641	65	2,626	867
Olive oil, edible..	2,139	.....	.....	1,861	61	.....	.....	.....	217	.....
Olive oil, inedible.	10,217	.....	.....	.....	2,001	.....	.....	.....	8,216	.....
Olive foots.....	32,970	.....	.....	.....	31,878	2	.....	.....	1,090	.....
Palm kernel oil...	15,952	.....	.....	7,757	6,278	.....	.....	.....	69	1,858
Rapeseed oil.....	7,698	.....	.....	.....	39	23	18	.....	7,618	.....
Linseed oil.....	241,325	.....	.....	.....	980	192,959	33,015	10,863	3,508	.....
China wood oil...	91,549	.....	.....	.....	5	76,714	11,746	1,523	1,561	.....
Perilla oil.....	14,186	.....	.....	.....	.....	6,529	5,826	419	1,412	.....
Castor oil.....	19,486	.....	.....	.....	2,090	2,072	341	53	14,930	.....
Palm oil.....	232,619	21,116	544	681	187,962	29	.....	2	*16,660	5,625
Sesame oil.....	13,834	7,371	.....	4,800	758	.....	.....	.....	35	870
Sunflower oil...	13,885	2,469	.....	2,535	7,889	175	116	.....	172	529
Other vegetable oils.....	2,021	.....	.....	.....	176	1,283	.....	.....	562	.....
Lard.....	17,485	3,171	8,959	4,810	.....	.....	.....	5	301	239
Edible animal stearin.....	25,421	17,105	3,120	3,402	362	.....	.....	.....	1,432	.....
Oleo oil.....	19,061	294	15,095	703	112	13	.....	2	2,842	.....
Tallow, edible...	51,447	46,437	.....	691	2,889	.....	.....	1	1,734	195
Tallow, inedible..	566,731	.....	.....	.....	508,824	112	.....	6	57,654	135
Grease.....	205,520	.....	.....	.....	124,743	44	.....	349	79,953	431
Neat's-foot oil...	4,280	.....	.....	.....	20	20	.....	.....	4,197	43
Marine animal oils.	46,110	.....	.....	.....	44,895	2	.....	2	1,211	.....
Fish oils.....	106,247	9,272	.....	.....	52,168	8,753	13,223	113	21,873	845

\* Includes 13,025 thousand reported by the tin andterne plate industry.

The index of employment in the soap industry, as compiled by the U. S. Department of Labor, stood at 112.5 in February, 1934, as compared with 105.2 in January, and 95.1 in February, 1933. The payroll index stood at 95.4 in February, 1934, as compared with 87.4 in January, and 78.0 in January, 1933. In computing the indices the twelve-month average for the year 1926 is taken as the 100 point.

A bill, introduced in to the Indian Legislative Assembly and provisionally effective on December 23, provided for the imposition of an import duty of 4 rupees per cwt. of 112 pounds on household (excluding toilet) and laundry soap in plain bars; and a duty of 6½ rupees per cwt. on similar soap in other forms. These rates apply to importations from all sources. (The British Indian rupee at present exchange equals approximately U. S. \$0.37.)

The German Government has recently acted to limit imports of lard, which are restricted to 40 per cent of the average for the corresponding months of 1931-33. For years the United States has had the bulk of the German lard import market, and Germany has been the second largest consumer of American hog products. Exports to Germany totaled 126,000,000 lbs. in 1933, but will probably be no larger than 65,000,000 lbs. in 1934.

John Knight, Ltd., British soap concern an ally of Lever Bros., Ltd., which paid ordinary dividend of 20 to 30 per cent per annum for several years to 1931, raised its distribution to the record rate of 45 per cent in the depression year of 1932. Payment of 35 per cent for 1933, recently announced, is still far above the average. The 25 per cent dividend on the cumulative preferred shares absorbs £125,000 (\$625,000) of the profit of £183,435 (\$917,175), and the balance of undivided profit carried forward represent £2,883 (\$14,415) more than a year's dividend on these shares. The firm's financial position is very strong, cash and marketable investments being equivalent to over 75 per cent of the total issued share capital of £800,000 (\$4,000,000).

Stocks of refined cottonseed oil on hand in United States as of Feb. 28, 1934, totaled 811,464,492 lbs., as compared with 802,479,881 lbs. a year previous. Stocks of crude oil were 173,761,396, on Feb. 28, 1934, as against 159,497,063, on the same date in 1933.

Merck Corp., Rahway, N. J., reports a net income of \$1,068,848 for 1933, equal to \$10.68 a share on the common and comparing with \$558,848, or \$5.58 a share, in 1932. Current assets totaled \$6,027,046 at the year-end, as compared with \$5,328,528 a year previous.

# Adopt Oil Excise Tax

## Three Cent Levy on Practically All Imported Oils— Coconut Tax to Be Paid to Philippine Government

**A** TAX of three cents per pound on the first processing of practically all imported vegetable and fish oils has been adopted. The tax covers coconut, palm, palm kernel, sunflower, sesame, whale and fish oils. It is an excise tax and a part of the general Revenue Act. All the leading imported fats used by the soap, margarin, shortening and allied industries, are covered by the tax. Imported tallow is not included. The adoption of the tax followed the passage by the House a month ago of an excise tax of five cents per pound on coconut oil alone. This was changed by the Senate Finance Committee to cover other imported oils and the rate of the tax was reduced to three cents per pound.

A number of amendments were offered from the floor of the Senate during debate on the oil tax provision. Following the receipt of a letter from President Roosevelt protesting against the tax on coconut oil as a disturbing factor in the new plan for Philippine independence, Senator Pat Harrison, Chairman of the Senate Finance Committee, offered an amendment to the effect that 520,000,000 pounds of coconut oil per year be admitted to consumption free of tax. Senator Tydings offered an amendment to increase this amount to 600,000,000 pounds. Senator Steiwar offered an amendment that half of this be allowed to come in as oil and half as copra. He is from Oregon where much copra is crushed. Another amendment called for exemption of only 260,000,000 pounds, and still another for exemption of palm oil for tin plate manufacture. All were beaten.

The amendment which finally disposed of the coconut oil-Philippine problem was introduced by Senator Norris to the effect that all coconut oil should bear the tax as in the case of any other oil, but that the money collected as tax should be paid back to the Philippine Islands for any use they see fit except as a direct subsidy to the coconut oil and copra industry of the Islands. A later amendment by Senator Clark of Missouri called for a complete elimination of any tax on coconut oil. This, like the Harrison amendment, was lost.

It is estimated the tax will add about \$30,000,000 per year to the raw material bill of the soap industry. The industry uses about a billion and a half pounds of oils and fats per year of which close to a billion will be subject to tax. Based on the present market for coconut oil and some other fats, the tax is equivalent to about 100 per cent of the value. No mention of inedible tallow is made in the clause of the Act covering oils and fats. The present tariff on this product is one-half cent per pound. It is believed that there will be a sharp increase in production in Australia and South America, where renderers have been operating at low ebb for several

years past, and that shipments to the American market will expand materially. Compensating shipments of other oils and fats to soap makers in England, France, Japan and elsewhere in place of tallow now used, are predicted.

At the hearings before the Senate Finance Committee last month, some fifteen witnesses appeared for the soap and other consuming industries, including laundries, hospitals, and large soap consumers. The chief witness for the soap makers was F. M. Barnes, vice-president of Procter & Gamble Co. Others included John Coe, Naugatuck Chemical Co.; B. H. Thurman, and Howard Beatty, Durkee Famous Foods, Inc., Chicago; former American Ambassador William S. Culbertson, National Foreign Trade Council; E. H. Merrill, Los Angeles Soap Co.; L. R. Sandahl, F. W. Fitch Co., and D. W. Corbin, Laundry Owners' National Association.

### CANADIAN SOAPS SOLD BELOW COST

Illustrating the methods alleged to be used by certain department and chain stores to crush small competitors, A. C. Mackay of Calgary, Canada, secretary of the Alberta Retailers' Association, giving evidence before the Stevens Committee of the House of Commons, told of a department store advertising on January 5, Pearl soap at 10 for 29 cents, or \$2.90 per 100, when the wholesale cost was \$3.21 per 100 and the retail cost \$3.40. Taking from his brief case two jars of cold cream, he claimed the quality was the same, but the container different. Both were made by the same manufacturer. One was sold to individual drug stores at 33 cents to retail at 50 cents. The other was sold in chain stores at 25 cents.

Charles Oestrieher, Carlova Co., was chosen temporary chairman of the newly formed National Perfumery and Cosmetic Manufacturers Association at the organization meeting held April 2 in the Hotel McAlpin, New York. The purpose of the organization is described as to protect the interests of small manufacturers under the cosmetic and perfumery code. A. Poses, Vantine, Inc., was elected temporary secretary.

Monsanto Chemical Co., St. Louis, is constructing a new three-story administration building which will be connected with the present three-story building being used by the company for laboratories and offices.

Shoe Vanity, a compact for pocket or purse combining a shoe polish and brush, is made by the Shoe Vanity Sales Corp., Cleveland.



## New Products

A soap combination used with unusual success this year by the United Drug Company in their "hourly special sales." It contains six ten-cent bars of almond coconut oil soap, wrapped in colorless cellophane, printed in blue and black.



A new floating castile soap by Hewitt Soap Company. Bars are about seven inches in length. Stated to be made by a new process. Attractively wrapped in printed cellophane.



The line of soap products and cleansers of Montgomery, Ward are repackaged in new and striking containers.

s and

## Packages



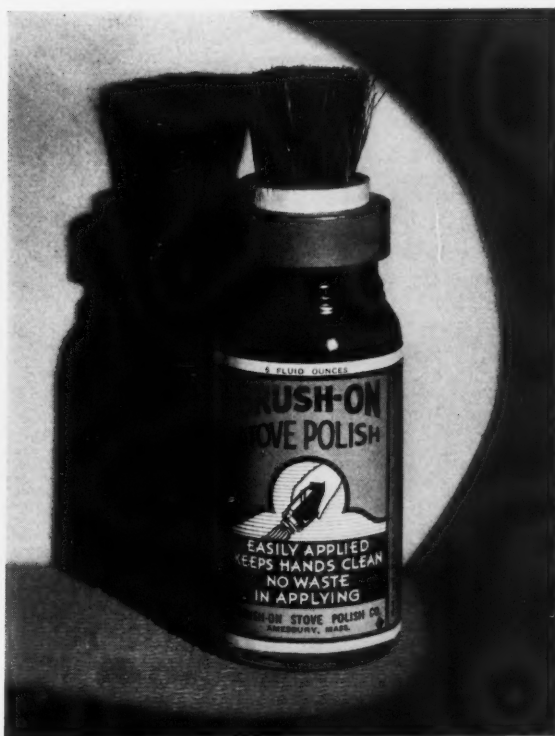
Jasmine of Southern France shaving cream, a Wolf Award winner, manufactured by United Drug Company Limited of Toronto. A turret tube by Anchor Cap and Closure, and carton by Dominion Paper Box Company of Toronto. Both in silver and black. Designed by J. E. Kennedy of United Drug.



A new combination package and applicator for stove polish. Product manufactured by Brush-On Stove Polish Company of Amesbury, Mass. Package by Owens-Illinois.



Hennafoam Shampoo in a new package with lettering permanently affixed to the glass of the bottle by the applied letter process of Owens-Illinois Glass. Bottle in amber glass.



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# Rules on NRA Labor Posters

**N**O meeting of the Code Authority of the soap and glycerine industry was held this month. Consequently no official interpretations have been issued. There are four interpretations which have been acted upon by the Code Authority, but these are awaiting approval by NRA officials in Washington before they are issued generally to the industry. An important notice was issued by Roscoe C. Edlund, executive secretary of the Code Authority, on April 6, regarding the new mandatory requirement of the NRA on posting official labor provisions in plants and elsewhere. The notice stated:

"General Johnson, acting under Executive Order signed by President Roosevelt, has issued a mandatory NRA ruling, applicable to all industries under codes, which requires every employer of persons engaged in any phase of the manufacture of soap, soap products, or glycerine, to do, among other things, the following:

(1) To apply promptly to the Code Authority on the *enclosed government postal card* (plus additional sheets if needed) for copies of the official posters containing the labor provisions of the Code of Fair Competition for the Soap and Glycerine Manufacturing Industry; and

(2) To display the official posters in every plant, office, warehouse, branch or separate unit 'conspicuously and in sufficient number to make them freely and conveniently accessible to all employees.' It has been suggested that posters should be placed at every entrance or exit, or in such manner as may be observed by every employee daily.

"Due to delay by the Government in supplying us with the return postal cards, the time you now have to fill out and return them to us is very limited. *The NRA regulations fix April 14th as the dead line for filing the post card applications.* If you make any soap, soap products or glycerine, you must file your application with this office, regardless of how many other codes you may be under. In returning the postal card please be sure to fill in all blanks so that we may have the complete record required by the NRA.

"In ordering the official posters, be sure to allow in your estimate for every factory bulletin board, each separate office or branch office, and every new plant, establishment or office you know will be opened later. Instructions from the NRA state the requirement that official posters be displayed conspicuously, etc., means 'that they must be liberally distributed throughout large plants' and 'that official copies must always be posted in each separate unit.'

"The official posters are being printed by the NRA, but in accordance with the NRA Regulations will be supplied through this office. Copies of the Presidential Order and of the NRA Regulation are enclosed. Please read them carefully. They are mandatory. Failure to observe them will make you subject to the heavy penalties set forth in the Presidential Order."

Roscoe C. Edlund, manager of the Association of American Soap and Glycerine Producers, and executive secretary of the Code Authority for the Soap and Glycerine Manufacturing Industry, served as a member of the Consumer Industries Committee, appointed by General Hugh Johnson, at its meetings held last month in Washington. This committee is made up of twelve well-known industrials in the consumer goods fields. Lamont duPont is the chemical representative on the committee.

The general meeting of the soap industry which was called for April 5 at Chicago, was postponed by the Code

Authority of the industry owing to uncertainties in Washington regarding hours of labor, wages, and other provisions under the plan of the NRA to call for a further reduction in hours in the case of certain selected industries. The meeting will be held in the near future just as soon as information from Washington regarding the soap industry is available. The Code Authority states that ample notice will be given to all soap makers and urges every soaper in the country to plan to attend.

## OFFICIAL CODE INTERPRETATIONS

Three interpretations of the soap and glycerine code, made by the code authority at its March meeting, have just been approved by the NRA at Washington. These official rulings follow:

**Question:** We have complied fully with the hour and wage provisions of the Soap and Glycerine Code, but have had no advice from the Code Authority as to what prices we should charge for our soap. When will we get this information?

**Answer:** The information requested is not available, because no authority to fix prices in any way is contained in the Soap and Glycerine Code. Every manufacturer must determine for himself the prices at which he will sell his products.

**Question:** In selling certain of the products we manufacture, we have always included a small electric sprayer with each drum in order that the customer might have a proper method of using the product. Is there anything in the Soap and Glycerine Code that would interfere with our continuing this practice?

**Answer:** No. Under Article VI, paragraph D, Section 2, studies of trade practices are now being made, but there are no trade practice provisions in the code now.

**Question:** May employees who lose time due to legal holidays, sickness or vacation, be either permitted or required to make up such lost time so as to work an average of 40 hours per week over a period of six months?

**Answer:** There is nothing in either the Act or the Soap and Glycerine Code to stop you from permitting or requiring any employee, whether on an hourly or weekly basis, to work extra hours in order to make up for lost time, except of course that you may not violate any provision of the code.

Luckens Steel Co. has issued a new bulletin describing various uses for Lucken's nickel-clad steel in the production of various types of machinery. Among the illustrations in the bulletin are several showing soap kettles built with this particular type of steel.

## IOWA SOAP BUYS DOBBINS PLANT

Iowa Soap Company, Burlington, Iowa, has acquired the plant of the Dobbins Soap Manufacturing Company, Camden, N. J., for an unannounced consideration. Under present plans, it is to be incorporated as a New Jersey business for \$500,000 with new machinery to be added and the plant enlarged. Leo Golden is to be vice-president and general manager of the new unit of the Iowa firm.

Homer Banta, president of the Iowa Soap Company, and Leo Golden will spend some time in the east preparing the plant for new ownership and capitalization. Brands now manufacturing in Burlington will be manufactured in the eastern unit for sale and distribution in the eastern section of the United States. Officers and directors of the New Jersey corporation will be the same as those of the Iowa Soap Company.

It is the plan at present to enlarge the present 56,000 square feet of the Dobbin plant to 100,000 and provide for the employment of some 300 people. Personnel will be recruited from the Burlington plant. In connection with the expansion program, Mr. Banta stated that the firm is also contemplating the establishment of warehouses and sales facilities on the west coast, leading to acquisition of plant properties there also, as soon as the eastern unit is functioning.

Rohane T. Bell, formerly Cincinnati manager for Colgate-Palmolive-Peet Co., died March 27 in Cincinnati after an extended illness. Mr. Bell was forty-four years old.

Winwar & Sons, Inc., 152 Merrimack St., Methuen, Mass., successors to Winwar Soap, have recently elected new officers with J. Vinciguerra as president and general manager. The company manufactures "Paramount" soap powder and cake soap, in addition to other soap products and sanitary specialties.

Barton-Jones Co., Ltd., Los Angeles, which for the past five years has been manufacturing a line of cleaners and polishers under the "Purple 44" brand, has recently put on the market an automobile polish.

Albert P. DePuy has recently been appointed advertising manager for Metropolitan Refining Co., L. I. City, N. Y., maker of boiler compounds and chemical specialties.

Roger J. Weber, synthetic aromatic chemical salesman for Givaudan-Delawanna, Inc., New York, died recently in Berne, Switzerland. He had been ill for a year and a half and was visiting a sister in Berne in an attempt to recuperate.

The annual convention of the National Cottonseed Products Association will be held in the Roosevelt Hotel, New Orleans, June 4 and 5.

## DALTON G.P.A. RESEARCH DIRECTOR

N. N. Dalton, formerly vice-president in charge of production for the Colgate-Palmolive-Peet Co., became director of research for the Glycerin Producers Association on March first. The Glycerin Producers Association is affiliated with the Association of American Soap and Glycerine Producers. Mr. Dalton was vice-president of Peet Brothers Soap Co. at Kansas City when that firm was taken over by Palmolive. He resigned as vice-president of C-P-P last January 1. He is an outstanding American authority on soap and glycerine production.

## A. M. T. A. CONVENTION JUNE 5-7

The 40th annual convention of the Associated Manufacturers of Toilet Articles will be held at the Waldorf Astoria Hotel, New York, on June 5, 6 and 7, ending with the annual banquet on Thursday evening, June 7. Charles E. Kelly of Hagerty Brothers & Co. has been chosen chairman of the general convention committee. Other members of the committee include E. W. King, vice-chairman; William C. Young, treasurer, W. P. Murray, assistant treasurer, A. C. Burgand, Charles Fischbeck, B. J. Gogarty, M. M. Lemmermeyer, P. W. Hyatt, W. E. Klass, and Karl Voss.

## ESSENTIAL OIL COSTS UP IN 1933

In 1932, imports of leading essential oils totaled about five-and-a-half million pounds at an average cost of 50c per pound. In 1933, imports increased to approximately 6,100,000 pounds with an import value of 56c per pound, an increase in cost of about 12 per cent for the year. Most of the advance in cost came during the latter half of 1933. Comparative imports and values of important soap oils for 1932 and 1933 were as follows:

	1932		1933	
	Pounds	Value	Pounds	Value
Geranium .....	145,000	\$463,000	128,000	\$460,000
Bergamot .....	40,000	73,000	75,000	91,000
Cassia .....	326,000	158,000	410,000	200,000
Citronella (incl. lemongrass) .....	1,508,000	483,000	1,865,000	663,000
Lavender (incl. spike) .....	212,000	228,000	270,000	385,000
Sandalwood* .....	5,000	19,000	3,000	13,000
Other Miscellaneous .....	2,962,000	982,000	2,853,000	887,000

\* Oil imports only. Sandalwood oil chiefly distilled in the U. S. today from imported wood.

Andre Firmenich of M. Naef & Co., Geneva, perfuming materials, will arrive in New York on his annual visit to the trade in the United States. While in the United States, Mr. Firmenich will make his headquarters with Ungerer & Co., New York, American representatives for Naef.

Joseph A. Huisiking, vice-president of Charles L. Huisiking & Co., New York, has returned to his office after an absence of several weeks during which he was confined to the hospital by an operation on his knee.

Dodge & Olcott Co., New York, essential oils and aromatics, has just issued a revised catalog and price list for April and May.

## CHICAGO TRADE NOTES

**N**EW officers were elected at the last meeting of the Chicago Drug and Chemical Association, March 29th, at the Chicago Athletic Association. Those elected are M. B. Zimmer, president, F. L. McCartney, vice-president, A. J. Rocca, treasurer and A. G. Schneider, secretary. New directors elected for a term of two years are F. J. Heil, William C. Ellis, Leon Lanigan and C. L. Drum. The Annual Inaugural Party for new officers was held April 12th at the C. A. A.

Chicago Perfumery, Soap and Extract Association met March 20th at the Hamilton Club. George Wrisley of Allen B. Wrisley Co. spoke on the proposed coconut oil tax. He has spent much time in Washington during the last few months and gave the members first hand information regarding the proposed measure. The annual spring party of the association, April 3rd at the Chez Paree, was unanimously voted a big success by the 150 in attendance.

Dr. E. G. Thomssen, chief chemist and soap expert of the J. R. Watkins Co., spent some time in Chicago on business during March.

American Chemical Products Co., Des Moines, Iowa, are now marketing a line of household and cattle sprays.

Mid-West Laboratories are now using radio advertising to promote the sale of their Black Reaper line of moth proofing compounds.

C. N. Dold, of Rose Rat Exterminating Co., Chicago, has returned from an inspection trip of their branches in the East and Southeast.

One of the most popular booths at the Mid-West Beauty Trade Show, April 2-4, the Sherman Hotel, Chicago, was that of Procter & Gamble Co. in which they demonstrated Drene, their new soapless shampoo. This product has been accorded an unusually fine reception among beauty shop owners and is endorsed by Emil Rohde, president of the National Hairdressers and Cosmetologists Association. When used properly a gallon of Drene is reported to give 400 shampoos.

The removal of the general offices of Colgate-Palmolive-Peet Company to Jersey City is expected to be completed by the end of this month. Original plans called for the completion of the job by April 1st.

Armour Soap Works are now introducing Arcolene, a new paste-type dry cleaning soap. This new product has been tested in large dry cleaning plants under working conditions, and the maker states the results obtained in-

dicating it will give maximum efficiency at minimum cost. This new soap is said to be quickly soluble in cold solvent, leaves no odor, and is easily rinsed from garments. Arcolene is packed in 25 and 50 pound metal pails and 240 and 420 pound metal drums.

From Yokohama, Japan, comes a card from Benjamin Alexander, formerly president of the Eagle Soap Co., Chicago, who is on a trip around the world with his family. The Alexanders are now enroute to China, Ceylon, and India.

### NEW HUNTINGTON PLANT AT DENVER

Huntington Laboratories, Inc., Huntington, Ind., put its new Denver plant into operation late in March. The



C. K. Hause

Denver branch which is a separate corporation but a subsidiary of the Indiana company, is headed by C. K. Hause. The plant manufactures and sells the complete Huntington line in New Mexico, Arizona, Utah, Idaho, Nevada, Montana, Wyoming, Colorado, and Texas. According to a statement by J. L. Brenn, president of the Huntington Laboratories, Inc., the business of the Denver branch has grown during the past few years to a point where

it became necessary to move into a new and larger plant. Mr. Hause who has been with the company for many



years, has been in charge of the Denver branch since it was established several years ago.

The annual business meeting of the Oil Trade Association of New York was held the evening of March 20 at the Waldorf-Astoria Hotel, New York. At the short business meeting which followed dinner the following slate of officers was elected for the coming year: president, J. Walter Saybolt, Sandard Oil Company of New Jersey; vice-president, John C. Wolke, L. Sonneborn Sons, Inc.; secretary, Joseph C. Smith, Smith-Weihman Company; treasurer, Philip C. Meon, Borne-Scrymser Company.

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**SOAP** presents a *perfuming problem* of a special character. To handle it successfully requires intimate knowledge of soap manufacturing and, above all, experience with soap perfumes.

We have done a considerable amount of work along those lines, and offer several series of soap perfumes of *tried worth*.

Send for *smelling samples*.

Almond	Lemon
Almond—Rose	Lilac
Almond—Cocoa	Lily
Antiseptic Odor	Mint
<i>Bouquets of great variety</i>	Narcissus
Carnation	Orange
Cedar	Oriental
Citrella	Patchouly
Cologne	Pine
Fougere	Pineapple
Gardenia	Rose
Geranium	Sandalwood
Girella	Sweet Pea
Jasmin	Verbena
Lavender	Violet

*Also many odors for shampoo and liquid soap*

van Ameringen-Haebler, Inc.

*Aromatic Essentials*

315 Fourth Avenue, New York  
180 No. Wacker Drive, Chicago  
438 West 48th St., Los Angeles  
42 Wellington Street, E., Toronto

*Factory, Elizabeth, N. J.*

## PERSONAL AND IMPERSONAL

F. E. Joyce, who is manager of production and purchasing for Haskins Bros. and Company, soap manufacturers of Omaha, Sioux City and St. Paul, has been elected to the board of directors of the company.

Los Angeles Soap Co. is currently offering a bottle of "Princess Nadji" perfume to any person mailing in five wrappers from its "White King" soap.

Charm Soap Corp., formerly at 210 McWhorter Street, Newark, N. J., has recently taken new quarters at 86 Orange Street.

Nasco Soap Products, Emeryville, Cal., has engaged the Garfinkel Advertising Agency of San Francisco to direct a campaign on "Miracle" household soap.

Ground has just been broken for an addition to the clearing plant of the Allen B. Wrisley Co., at 6801 W. 65th St., Chicago, manufacturers of soaps and toilet preparations. Occupancy is expected about May 10th. The new building will be of one-story monitor-type construction with enclosed switch track and will provide additional shipping facilities of about 33,000 square feet.

Lever Bros. Co., Ltd., has recently made arrangements for a radio broadcast over Station KGMB, Honolulu, Hawaii, featuring "Lifebuoy" soap.

The drycleaning division of The Richards Chemical Works, Jersey City, N. J., has appointed Parker Advertising Company, Dayton, Ohio, to handle its advertising accounts.

Colgate-Palmolive-Peet Company has leased space in the Arcade Building, St. Louis, for a divisional sales office.

A new type floor cleaner is being manufactured by the Stonhard Co., 401 North Broad Street, Philadelphia, and sold under the name "Stonhard Stonflush." The product is crystalline in form, odorless and dissolves easily in water.

Phelps-Engel-Phelps, Inc., Chicago advertising agency, is placing copy in newspapers for the Ace Manufacturing Company, Chicago, maker of "Ace Lotionized" brushless shaving cream and lather shaving cream.

Jansen Soap and Chemical Company, formerly located at 782 Minnesota Street, San Francisco, has recently occupied new quarters at 324 Leavenworth Street.

R. L. Watkins Company, Newark, N. J., is starting national advertising on a new "Mulsified Cocoanut Oil Shampoo" which it has been developing since 1932. Advertising will be handled by Topping & Lloyd, Inc., New York. Radio will be used in addition to car card advertising which has been the only medium used for this product during the last two years.

Frank W. Hill has just been appointed western district manager for the Canadian division of Colgate-Palmolive-Peet Company. He will be in charge of the territory from Port Arthur, Ontario, west to the Pacific Coast. Mr. Hill has been district manager for Alberta and British Columbia for a number of years.

A new glass and metal cleaner is being made by Bart Products Co., Bartlesville, Okla. It is called Safe-T-Glos and is neutral in reaction. It is used largely on windows, windshields, and for enamel, porcelain and metal surfaces.

C. I. Togstad, president of C. I. Togstad Co., Kokomo, Ind., toiletries, died recently in Kokomo at the age of forty-three. Mr. Togstad had been connected with the soap and toiletries industries throughout his career, having been associated at various times with W. T. Rawleigh Co., Freeport, Ill., T. M. Sayman Co., St. Louis, and J. R. Watkins Co., Winona, Minn. He founded his own company approximately ten years ago.

Effective May 1 the advertising accounts of Armour & Co., Chicago, and Luxor, Ltd., Chicago, cosmetics, will be taken over by Lord & Thomas, Chicago.

Miracle Chemicals, Inc., Los Angeles, maker of "Miracle Rub" shampoo, has recently taken over the business of the Osborne Co., Los Angeles, perfumes and toilet preparations.

Gem Products Sales Company, Camden, N. J., maker of "Laundry Gems," a bleaching, bluing and washing concentrate, has placed its advertising account with Paris & Peart, New York. Radio, newspapers and magazines will be used.

HOTELS ★ BOTTLING PLANTS

METAL WORKING PLANTS ★

★ GARAGES ★ DAIRY PLANTS

RESTAURANTS ★ LAUNDRIES



“*STANDARD*”

SODIUM METASILICATE

Wherever insoluble dirt must be removed *completely* from cloth . . . glass . . . metal . . . wood . . . concrete . . . stone . . . porcelain, etc.,—Standard Sodium Metasilicate, the indispensable detergent, combining vigorous strength and lasting qualities with an utter lack of injurious effect—does a *thorough* job at a marked saving in time and cost.

Why not bring *your* cleansing problems up to Standard?

STANDARD SILICATE COMPANY

KOPPERS BUILDING

PITTSBURGH, PA.



Plants at Lockport, N. Y., Marseilles, Ill.,

Jersey City, N. J., Cincinnati, Ohio

A controlling interest in Wet Me Wet, Inc., New York, maker of "Wet Me Wet" cleansing powder, has been acquired by B. T. Babbitt, Inc., New York. A national advertising campaign is scheduled to introduce the product throughout the country.

A sales meeting was held in Atlanta early in April and attended by twenty-eight Colgate-Palmolive-Peet Company representatives from Virginia, Tennessee, Alabama, Georgia and Florida. Sales in the Atlantic district were reported to be 50 per cent above the quota for the first quarter of this year. The meeting was presided over by George R. Dunn, district manager.

Thomas E. Wilson, president of Wilson & Company, Chicago, has become chairman of the board. He is succeeded as president by his twenty-nine-year old son, Edward Foss Wilson, who has served in all departments of the company and who has been vice-president.

"Hy-Pro," a bleach and liquid household cleanser, is being advertised in California and the Southwestern States by The Hygienic Products Co., Canton, Ohio.

Procter & Gamble Company is featuring a free offer of a ten cent package of "Ivory" flakes with the purchase of a large size package. The offer is limited to one to a family. Copy urges that the smaller package be kept in bathrooms for the nightly washing of stockings and lingerie, that the larger package be kept handy for washing dresses, blankets, baby things and dishwashing.

Wright, Layman & Umney, Ltd., British soap manufacturers, report a trading profit for the past year of £44,705. This compares with £52,791 for the previous year. The ordinary dividend is being maintained at 10 per cent, with a final payment of 7½ per cent reserve fund, leaving £8,139 to go forward, against £7,034 brought in.

The Los Angeles division of Colgate-Palmolive-Peet Co. has recently acquired warehouse facilities in the terminal building of Westland Warehouses, Inc., Los Angeles. This will henceforth serve as the central distributing point for Colgate-Palmolive-Peet Co. in this district. George B. Winfrey is Los Angeles district manager.

Samuel Smith, founder and former president of Smith, Angevine & Co., soap makers, Port Chester, N. Y., died recently in Port Chester at the age of sixty-one. Smith, Angevine & Co. was organized by Mr. Smith in 1896 and suspended operations about four years ago.

Dr. Justin S. Brewer, production manager for T. M. Sayman Products Co., St. Louis, was the author of an

article on the soap, perfume and cosmetic industry of St. Louis which appeared in the annual Drug and Chemical Number of the St. Louis Chamber of Commerce News recently.

E. C. Price, formerly president of M. Werk & Co., and now head of Duratone, Inc., Cincinnati, has recently announced the development of a new "soapless soap," which will be offered to the laundry trade under the name "Duratone." According to Mr. Price, Duratone has been tried out on a commercial basis in a great many laundries in various parts of the country. He cites several large plants in which noticeable savings were effected by the use of this detergent.

Colgate-Palmolive-Peet Co. reports that the transfer of the main offices of the company from Chicago to Jersey City, N. J., has been successfully completed. A two-story addition was constructed at the Jersey City plant to house the 250 employees transferred from Chicago.

The 41st annual bowling tournament of the New York Wholesale Drug Trade Bowling Association came to a close, March 26th, with three teams tied for the lead, each with thirty-five games won and twenty-eight lost; E. R. Squibb & Sons, Carbide & Carbon Chemical Co. and Mallinckrodt Chemical Co. In the roll-off for first place the E. R. Squibb team finished first, Carbide & Carbon, second, and Mallinckrodt, third.

Haskins Soap Co., Omaha, Nebr., has just awarded contracts for the construction of an additional plant that will be used for needed kettle facilities, construction to cost in the neighborhood of \$10,000.

The tenth anniversary of the introduction of "Lux" toilet soap was celebrated by Lever Bros. Co. during March, special displays announcing the fact to grocers.

Colonel William Cooper Procter is reported to have acquired the 2,231 acre John Ellsworth Estate, south of London, Ohio, for a price of \$140,000. This adjoins the 4,800 acre Houstonia tract purchased by Colonel Procter last fall.

General Foods Corporation is sponsoring a radio broadcast by Beatrice Fairfax, featuring "La France" washing powder.

A new soap plant is reported to have started operations recently in Morristown, Tenn., under the direction of R. M. Moore of Morristown and R. C. McCarter.

The Philadelphia office of Solvay Sales Corporation will be moved May 1st to 12 South Twelfth Street, Philadelphia.

## for YOUR PRIVATE LABEL

### SPECIAL CLEANSERS

Our list includes the most efficient cleanser compounded for your particular trade.

### SUPER ALKALIES

These are products which are adapted for special uses where stronger alkalies are required.

### SNOWFLAKE CRYSTALS

The accepted base for quality bath crystals.

### SCOURING COMPOUND

An effective abrasive product for cleaning floors, marble, etc.

### PARADICHLOROBENZENE

This exceptionally pure product is an excellent deodorant and moth preventive.

### ORTHODICHLOROBENZENE

For insecticide sprays and metal polishes.

PUT Solvay quality into your packages and get more out of your private brand. Write for Booklet SC7 for particulars on products for your special trade.

#### SOLVAY SALES CORPORATION

Alkalies and Chemical Products Manufactured by  
The Solvay Process Company

61 BROADWAY

NEW YORK



# SOLVAY PRODUCTS

## A COMPLETE SERVICE THAT INSURES YOUR SUCCESS:

- Success in the floor maintenance field depends on the knowledge, training and servicing the manufacturer of floor preserving products can give you.
- The Federal Varnish Company, with its long experience and completely equipped research laboratories manned by expert chemists, is in an excellent position to serve you. We put all of our experience at your disposal and cooperate to the fullest extent in equipping your entire organization with the necessary knowledge and education on our products to sell them successfully and service them intelligently in this tremendous field.
- We are the only manufacturer able to offer you a complete line of specialized preservatives and polishes for every type of floor. Our entire technical staff has specialized in these types of finishes. Years have been spent to make each Federal Product the finest that can be made. Federal Products enjoy country-wide consumer approval and acceptance.
- We sell only in bulk to soap, chemical and disinfectant concerns at lowest prices. They recan and sell the various products under their own brands and labels.
- Let us tell you what we have to offer you to successfully reach a big field for more sales and greater profits.

**FEDERAL VARNISH CO.**  
337 So. Peoria St. - Chicago Ill.

## RECORD OF TRADE-MARKS

The following trade-marks were published in the March issue of the *Official Gazette* of the United States Patent Office in compliance with Section 6 of the Act of September 20, 1905, as amended March 2, 1907. Notice of opposition must be filed within thirty days of publication. As provided by Section 14, fee of ten dollars must accompany each notice of opposition.

### TRADE MARKS FILED

**ALVO**—This on reverse plate showing kitchen cleaning scenes, describing cleaning compounds. Filed by Alvo Packing & Co., New Bedford, Mass., Jan. 19, 1933. Claims use since Aug. 16, 1932.

**NOX-ZAL**—This in solid letters describing brushless shaving cream. Filed by Pennsylvania Perfumery & Barbers Supplies, Pittsburgh, Dec. 26, 1933. Claims use since October, 1930.

**SPARKOLIN**—This in outline letters describing cleaning compound. Filed by George Blank, New York, Dec. 29, 1933. Claims use since Dec. 6, 1922.

**SPARKOL**—This in solid letters with sketch of bottle describing soap and antiseptic. Filed by Sparkol Chemical Co., Brooklyn, Jan. 2, 1934. Claims use since Dec. 6, 1933.

**CARSONIA**—This in solid letters describing silver polish. Filed by Carson Pirie Scott & Co., Chicago, Jan. 22, 1934. Claims use since Oct. 1, 1932.

**DUSTRITE**—This in solid letters describing fungicide. Filed by Virginia Fruit Fumigation Co., West Norfolk, Va., June 16, 1933. Claims use since Feb. 9, 1931.

**PERBEX DENTAL PERBORATE**—This in solid letters describing tooth paste. Filed by Howard S. Lyon, Chicago, Nov. 11, 1933. Claims use since Nov. 8, 1933.

**SILVER SLIPPER**—This in solid letters describing tooth paste, bath salts, disinfectants, etc. Filed by Ludwig B. Frey, New York, Nov. 25, 1933. Claims use since Nov. 22, 1933.

**RT-50**—This in solid letters describing water-soluble fungicide. Filed by Merck & Co., Rahway, N. J., Jan. 6, 1934. Claims use since July 3, 1933.

**SELF-O-LAC**—This on reverse plate describing self-polishing wax. Filed by D. A. Collins Mfg. Co., Brooklyn, Jan. 6, 1934. Claims use since Nov. 25, 1933.

**CROSS COUNTRY**—This on reverse plate superimposed on map of United States, describing auto wax. Filed by Sears, Roebuck & Co., Chicago, Jan. 13, 1934. Claims use since Mar. 15, 1933.

**VELVEX**—This in solid letters describing toilet soap. Filed by Viviny Perfumers, West Haven, Conn., Jan. 5, 1934. Claims use since September, 1927.

**FARMERS' SOAPSTONE**—This in solid letters describing caustic soda. Filed by John Heinzkill Soap Works, Appleton, Wis., Sept. 23, 1933. Claims use since 1903.

**B. T. B.**—This on reverse plate with word "Dow" in diamond, describing disinfectant. Filed by Dow Chemical Co., Midland, Mich., Nov. 18, 1933. Claims use since Nov. 15, 1932.

**DIFUSO**—This on reverse plate describing insecticide. Filed by Tanglefoot Co., Grand Rapids, Mich., Nov. 20, 1933. Claims use since Mar. 30, 1932.

**FOLOTEX**—This in solid letters describing pine oil for insecticide use. Filed by Hercules Powder Co., Wilmington, Dec. 22, 1933. Claims use since Dec. 8, 1933.

**SUDS A-LOT**—This in solid letters describing water softener. Filed by Suds-A-Lot, Inc., Joilet, Ill., Jan. 6, 1934. Claims use since Dec. 18, 1933.

**FACIDOL**—This in solid letters describing dentifrice and mouth wash. Filed by Facidol Laboratories, Inc., New York, Jan. 26, 1934. Claims use since Jan. 5, 1934.

**CHERRIE MAID**—This in solid letters describing washing compounds and soaps. Filed by Cherrie Maid Products Co., Cleveland, Dec. 19, 1933. Claims use since March, 1932.

**CLOR-CLEAN**—This in solid letters against background of cross-hatching describing cleaner. Filed by Paper Makers Chemical Corp., Wilmington, Feb. 3, 1934. Claims use since Aug. 26, 1931.

**NU-RUC**—This in shaded letters on rug, describing cleaning powder for rugs. Filed by Paper Makers Chemical Corp., Wilmington, Feb. 3, 1934. Claims use since Apr. 6, 1933.

**TILE TREAT**—This in letters simulating decorative tile, describing cleaning composition for tile, terrazzo, etc. Filed by Paper Makers Chemical Corp., Wilmington, Feb. 3, 1934. Claims use since Aug. 21, 1933.

**NO-WORRY**—This in outline script with sketch of woman hanging clothes on line, describing washing fluid. Filed by No-Worry Chemical Co., Newark, N. J., Aug. 19, 1933. Claims use since 1926.

**IDLEX**—This in outline script describing dental cream. Filed by Trade Laboratories, Inc., Newark, N. J., Jan. 17, 1934. Claims use since Sept. 15, 1930.

**ODOSIN**—This in solid letters describing insecticides. Filed by Alex Weil, Inc., New York, Jan. 22, 1934. Claims use since Jan. 15, 1934.

**LADIES AID**—This in solid letters with reverse plate showing woman at wash tub, describing antiseptic bleach. Filed by Kleenol Co., Erie, Pa., Jan. 25, 1934. Claims use since Jan. 1, 1932.

**RO B-B-M To**—This in solid letters with sketch of in-

sect describing insecticide. Filed by Chemical Spray Co., Minneapolis, Feb. 1, 1934. Claims use since Aug. 1, 1933.

SEA FOAM—This in solid letters describing soap powder. Filed by Colgate-Palmolive-Peet Co., Chicago, May 12, 1933. Claims use since 1898.

QUICKO—This in solid letters describing cleaning and polishing liquid. Filed by Hellmut Loeschner, New York, Feb. 6, 1934. Claims use since Dec. 15, 1933.

#### TRADE MARKS GRANTED

310,688. Floor and Furniture Polish. S. H. Kress & Co., New York. Filed June 3, 1933. Serial No. 338,497. Published August 1, 1933. Class 16.

310,769. Polishing Wax. Booster Chemical & Engineering Co., Wilmington. Filed October 27, 1933. Serial No. 342,994. Published December 19, 1933. Class 16.

310,839. Shoe and Metal Polishes. Excello Specialty Co., Brooklyn. Filed September 6, 1933. Serial No. 341,361. Published December 26, 1933. Class 4.

310,868. Grease and Dirt Solvent. Clean Surface Products Co., Chicago. Filed July 17, 1931. Serial No. 317,023. Published December 26, 1933. Class 4.

310,887. Bleaching Preparation Deodorizer, Germicide, and Disinfectant. Washalina Chemical Co., Nanticoke, Pa. Filed June 23, 1932. Serial No. 328,245. Published December 26, 1933. Class 6.

310,907. Floor Wax. Frank Bownes Co., Chelsea, Mass. Filed November 17, 1933. Serial No. 343,763. Published January 2, 1934. Class 16.

311,018. Insecticide. Kennel Gardens, Inc., Elkridge, Md. Filed October 18, 1933. Serial No. 342,615. Published December 19, 1933. Class 6.

311,023. Disinfectant. Charles W. Berg Laboratories, Philadelphia. Filed October 17, 1933. Serial No. 342,599. Published December 19, 1933. Class 6.

311,075. Soap. Lloyd Brothers, Pharmacists, Inc., Cincinnati. Filed November 10, 1933. Serial No. 343,512. Published December 26, 1933. Class 4.

311,126. Disinfectant, Germicide, Deodorant, Insecticide, and Cleanser. Atlantic Chemical Co., Brooklyn. Filed October 3, 1933. Serial No. 342,110. Published December 26, 1933. Class 6.

311,231. Shoe Polish. Yankee Polish Co., New York. Filed November 6, 1933. Serial No. 343,313. Published January 9, 1934. Class 4.

311,266. Insecticides. Atlantic Coast Laboratories, Burlington, N. J. Filed October 11, 1933. Serial No. 342,359. Published December 5, 1933. Class 6.

311,267. Water Softening Preparation. Subduco Products Co., Steubenville, Ohio. Filed October 11, 1933. Serial No. 342,358. Published January 9, 1934. Class 6.

311,296. Insecticide. Wilkil Sales Co., Los Angeles. Filed November 17, 1933. Serial No. 343,807. Published January 9, 1934. Class 6.

311,299. Polish. John Rozig, New York. Filed November 16, 1933. Serial No. 343,744. Published January 9, 1934. Class 16.

311,353. Dental Cream. Trade Laboratories, Inc., Newark. Filed November 4, 1933. Serial No. 343,258. Published January 9, 1934. Class 6.

311,384. Germicide Powder. Zenith Laboratories, Chicago. Filed November 13, 1933. Serial No. 343,611. Published January 9, 1934. Class 6.

311,390. Shampoo. Pureteed Co., Newark. Filed October 20, 1932. Serial No. 331,396. Published January 2, 1934. Class 6.

311,394. Antiseptic Ointments and Tooth Powders. William C. Picking, Denver. Filed October 16, 1933. Serial No. 342,550. Published January 9, 1934. Class 6.

311,396. Deodorizing Product. Clean Home Products, Inc., Chicago. Filed October 16, 1933. Serial No. 342,527. Published January 2, 1934. Class 6.

311,400. Rat Exterminating Products. Timin & Ginsberg, Brooklyn. Filed October 19, 1933. Serial No. 342,676. Published January 9, 1934. Class 6.

311,508. Tooth Powder. Frank G. Boyer, Kansas City, Mo. Filed October 4, 1933. Serial No. 342,124. Published January 16, 1934. Class 6.

311,517. Window Cleaner Compound, Wall Cleaner Compound, Pumice Soap, Shaving Cream, and Scouring Powder. Drexell Products Corp., Brooklyn. Filed September 28, 1933. Serial No. 341,943. Published January 16, 1934. Class 4.

311,539. Dental Powder. Schwartz Merchandise Corp., New York. Filed June 15, 1933. Serial No. 338,890. Published January 16, 1934. Class 6.

311,542. Water Softening Chemical. Buromin Co., Pittsburgh. Filed May 31, 1933. Serial No. 338,357. Published January 16, 1934. Class 6.

311,547. Insecticides. Rockwell Laboratories, Kansas City. Filed October 23, 1933. Serial No. 342,802. Published January 16, 1934. Class 6.

311,552. Polishes, Washing Compounds, etc. Uzit Clay Products Co., Chicago. Filed October 27, 1933. Serial No. 342,988. Published January 16, 1934. Class 4.

311,589. Soaps. William L. Schultz, New York. Filed November 22, 1933. Serial No. 344,009. Published January 16, 1934. Class 4.

311,590. Soaps. William L. Schultz, New York. Filed November 22, 1933. Serial No. 344,010. Published January 16, 1934. Class 4.

311,598. Laundry Soap. Los Angeles Soap Co., Los Angeles. Filed November 27, 1933. Serial No. 344,198. Published January 16, 1934. Class 4.

311,599. Tooth Powder. J. A. Case, Inc., Denver. Filed November 28, 1933. Serial No. 344,221. Published January 16, 1934. Class 6.

Manufacture of liquid laundry bleach has been started at the new plant of the McKesson-Churchill Co., Burlington, Iowa. The plant is also now manufacturing a dairy sterilizing solution of the chlorine type.

## New Patents

Conducted by  
**Lancaster, Allwine & Rommel**

Registered Attorneys

PATENT AND TRADE-MARK CAUSES

815 15th St., N. W., Washington, D. C.

Complete copies of any patents or trade-mark registration reported below may be obtained by sending 25c for each copy desired to Lancaster, Allwine and Rommel. Any inquiries relating to Patent or Trade-Mark Law will also be freely answered by these attorneys.

No. 1,946,272. Cleansing Composition, Patented February 6, 1934, by Roy H. Brownlee, Pittsburgh, Pa. A non-alkaline cleansing composition suitable for use as a shampoo and as a cleaner for fine fabrics because of its non-alkalinity in water solution, comprising as its chief active cleansing agent a water soluble salt of phosphoric acid of the class of primary sodium phosphate and disodium phosphate characterized by water solubility and by its lack of marked alkalinity in water solution, and a water soluble non-drying oil of the class of sulphonated coconut oil and sulphonated castor oil as a substance producing carrying suds for the active cleansing salt solution, the sulphonated oil being present in a quantity not materially greater than sufficient to neutralize the relatively slight alkalinity of the salt in water solution.

No. 1,946,765. Shaving Soap, Patented February 13, 1934, by Victor Scheffer, Budapest, Hungary. A shaving composition consisting of ammonium stearate and sodium soap, the percentage of sodium soap exceeding the percentage of ammonium stearate but not exceeding the quadruple and the composition being substantially anhydrous.

No. 1,947,635. Acid Toothpaste, Patented February 20, 1934, by Einar Bergve, Oslo, Norway. Process of manufacturing an acid tooth paste, consisting in preparing a paste mass containing silica-water-glycerine-gel, and an acid constituent, adding thereto substances rendering the colloids liquid at an increased grinding temperature without preventing the mass from coagulating again upon cooling, the mixture so prepared being peptized by subjecting it to a colloid-grinding at an increased temperature not higher than 70°C.

No. 1,947,671. Manufacture of Alkali Carbonate or Alkali Hydroxide, Patented February 20, 1934, by Friedrich Bartling, Huglfing, Germany; Jenny Bartling, executrix of said Friedrich Bartling, deceased, assignor to Alterum Kredit-Aktiengesellschaft, Berlin, Germany. A method of manufacturing alkali and ammonia compounds, which comprises heating an alkali sulphate in admixture with lime and carbon and in the presence of an atmosphere of nitrogen, treating the resulting material

with steam to produce an alkali compound, a sulphur compound, and ammonia, converting the sulphur compound into sulphuric acid and absorbing the ammonia into the sulphuric acid to produce ammonium sulphate.

No. 1,948,045. Dry Cleaning Fluid, Patented February 20, 1934, by George L. Parkhurst, Chicago, Ill., assignor to Standard Oil Company of Indiana, Chicago, Ill. In a process for the dry cleaning of textile fabrics the step which comprises contacting the fabrics with a fluid comprising a substantial amount of an aliphatic, saturated, unsymmetrical, polychlorinated hydrocarbon substitution product selected from the group consisting of 1,1 dichlorethane, 1,1,1 trichlorethane, 1,1,2 trichlorethane and 1,1,1,2 tetrachlorethane.

No. 1,949,264. Method of Making Soap Solution, Patented February 27, 1934, by Robert M. Bagley, Haddonfield, N. J., assignor to The R. M. Hollingshead Co. The herein described method which consists in providing a metallic container having top and bottom openings near the side thereof and in operative alignment with each other, filling the container with a normally solid and form-retaining soap, while the soap is in an initially fluid condition; leaving a suitable clearance in the container unfilled by the soap, then placing the container in a generally horizontal position with the openings thereof disposed on top, thereby causing the fluid soap to flow to the side of the container then disposed at the bottom, and opposite to the side of the container having the openings, allowing the soap to solidify in this condition, so that a passageway is provided intermediate the two openings in the container without the aid of any auxiliary apparatus.

D. C. Townley, director of the Kolynos Company, is the author of an article in the March 29th issue of *Printers' Ink* entitled "Advertising For Foreign Trade Vital." Mr. Townley's belief is that quick and positive action must be taken if American manufacturers are to retain and strengthen their hold on markets abroad. Advertising, which has helped them acquire business in foreign lands, is definitely indicated, he says.

Wilson & Bennett Mfg. Co., Chicago, has announced that the Southwest Sales Company, Wilson & Bennett agents in Dallas, Texas, will also act as sales representatives for the Wilson & Bennett line of steel containers in the Houston territory. A stock of small containers will be carried in Houston at 301 North Second Street for the convenience of users in that district. Correspondence will be handled from the Dallas office at 2412 Coombs Street.

Eddy Palmer, president of Solon Palmer, perfumers, New York, died recently at his home in New York at the age of seventy-six.

Permutite Co., New York, maker of water softening equipment, has turned its advertising account over to Kenyon & Eckhardt, Inc., New York.

# LIQUID SOAP BASE & SHAMPOO BASE IN BAR FORM

For your convenience. Does away with messy digging out. A uniform Liquid Soap easily made with Base Bars without the trouble of weighing. Each bar weighs 5 lbs. net. Dissolves readily into clear solutions.

*This product will save you money, time and labor.  
Send for further information, samples and price.*

**NEW YORK SOAP CORPORATION**  
294 PEARL STREET NEW YORK CITY

Liquid Soap 10% to 40%  
Liquid Soap Base  
Liquid Floor Cleanser

*Other Quality Products*  
Shampoo Base  
Liquid Shampoo

Liquid Soap Super-Concentrate  
Self Polishing Floor Wax  
Soft Potash Soaps

## Bulk Polishes

*Specially Formulated for All Purposes*

In a complete line of polishes for the jobbing trade we feature our liquid metal polish—absolutely non-separating. Jobbers everywhere are building repeat business with this new product. A sample will tell you why. Other bulk polishes include paste polishes for silver, emulsion type polishes for furniture, automobiles and glass, etc. What are your needs?

*Other Specialties for Jobbers Include*

### SOAP BASE

Six Point Soap Base—made from highest grade materials, high soap content, readily soluble, neutral, maximum lather and variety of shades and odors.

### DISINFECTANTS

Both soluble and emulsion type coal tar disinfectants with coefficients of from 2 to 50. We also supply high quality pine oil disinfectants.

## FERGUSON LABORATORIES

24 OREGON AVENUE  
PHILADELPHIA, PA.



Div. of Alex C. Fergusson Co.  
Established 1855

*Our Products Guaranteed to Test and Quality*

## CONTRACTS AWARDED

Armour & Co., San Antonio, Texas, has been awarded a contract for 36,000 lbs. laundry soap for Fort Sam Houston U. S. Army Quartermaster at a price of 2.877c. Day & Frick, Philadelphia, awarded 1,858 cakes grit soap at 3c and 1,859 cakes at 3.35c.

George E. Marsh Co., Lynn, Mass., was low bidder on 85,000 lbs. soap chips for Washington Treasury Department Procurement Division in a recent bidding, with a quotation of 4.6c. B. P. Ducas Co., New York, was low bidder on 18,000 lbs. scouring powder with a figure of 1.36c.

Colgate-Palmolive-Peet Co., Chicago, has been awarded a contract for 252,000 lbs. laundry soap for the Fort Sam Houston U. S. Army Quatermaster at a price of 2.708c. Day & Frick, Philadelphia, was awarded 7,000 cakes grit soap at 3.35c and 7,000 addition 11-oz. cakes at 3c.

Allen B. Wrisley Distributing Co., Chicago, has been awarded a contract for 20,016 cakes of toilet soap of the carbolic acid type for delivery to the Fort Knox, Ky., Quartermaster at a price of 1.9c cake.

The U. S. Bureau of Engraving, Washington, has awarded a contract to Peebles Chemical Co. on 20,000 lbs. of caustic soda at a price of 3.15c lb.

The U. S. Quartermaster at Fort Sam Houston has awarded a contract to E. I. du Pont de Nemours & Co., New York, on 8,000 lbs. naphthalene at a price of 7.43c lb. No award was made on 2,000 gallons of cleaning solvent.

The following recommendations have been made on purchase of soaps, etc., for the U. S. Marine Corps., Philadelphia, sch. 334, March 2nd:

Kirkman & Son, item 1, 2.89c; 2, 2.78c; 4, 2.72c; 8, 5.28c.

Armour & Co., item 3, 2.383c; 5, 2.684c.

James Good, item 6, 3.64c.

R. M. Hollingshead Co., item 7, 4.3c.

Jos. Dixon Crucible Co., item 10, 13.76c.

B. T. Babbitt, item 11, 5.59c.

Conray Products Co., item 12, 7.68c.

John Sexton & Co., Chicago, has been awarded a contract for 1,000 cakes type B grit soap, 10½ ozs., for Fort McClellan at a price of 2.78c; also 2,200 cakes for Little Rock, 10½ ozs., at 2.78c. Swift & Co., Chicago, awarded

340 lbs. ordinary unwrapped laundry soap for Maxwell Field at 3.05c. Procter & Gamble Distributing Co., St. Louis, awarded 4,800 lbs. for Fort McClellan at a price of 2.99c. Fox Bros. Co., Chattanooga, Tenn., awarded 3,420 lbs., for Fort Oglethorpe at 2.75c. Armour & Co., Chicago, awarded 38,700 lbs. for Little Rock at 2.48c.

Armour & Co., Chicago, has been awarded a contract for 36,000 lbs. laundry soap for Columbus General Depot at a price of 2.345c in a recent Chicago U. S. Army Quartermaster bidding. Also awarded 4,380 lbs. for Camp Perry at 2.662c; 6,000 lbs. for Fort Hayes at 2.662c; 540 lbs. for Camp Conley at 2.731c; 480 lbs. for Camp Dawson at 2.572c; 240 lbs. for Camp McCoy at 2.722c; and 720 lbs. for Fort Lincoln at 3.05c. Procter & Gamble Distributing Co., Chicago, awarded 360 lbs. for Camp Dawson at 2.77c; 1,800 lbs. for Fort Brady at 2.77c; and 3,120 lbs. for Columbus General Depot at 2.87c. Colgate-Palmolive-Peet Co., Chicago, awarded 780 lbs. for Fort Knox at 2.633c. Iowa Soap Co. awarded 3,000 lbs. for Fort Des Moines at 2.75c. Swift & Co., Chicago, awarded 144 cans scouring powder at 2.4c for Camp Repley. John Sexton & Co., Chicago, awarded 200 cakes of grit soap for Fort Brady at 2.58c; 300 cakes for Camp Conley at 2.38c; 300 cakes for Camp Dawson at 2.47c; 3,200 cakes for Fort Knox at 2.38c; 2,300 cakes for Camp Perry at 2.32c. Hunnewell Soap Co., Cincinnati, awarded 200 cakes for Fort Lincoln at 2.5c and 2,700 cakes for Columbus General Depot at 2c. Armour & Co., Chicago, awarded 100 cakes for Camp McCoy at 2.38c. Day & Frick, Philadelphia, awarded 300 cakes for Fort Hayes at 3.5c. Colgate-Palmolive-Peet Co., Chicago, awarded 500 cakes toilet soap for Rock Island at 2.12c and 300 cakes for Fort Benjamin Harrison at 2.12c.

Kranich Soap Co., Brooklyn, was awarded contracts for 500 lbs. of castile soap at 11c and 10,000 jars soft soap at 14.5c for the U. S. Army Medical Corps, Brooklyn, in a recent bidding. West Disinfecting Co. awarded 1,200 bottles liquor cresol compound at 25.75c, and 800 tins of liquor cresol compound at 3.54c.

H. H. Rosenthal Co., New York, has been awarded a contract for 15,000 lbs. flake naphthalene for the U. S. Army Quartermaster, Chicago, at a price of 6c.

International Metal Polish Co., Indianapolis, has been awarded a contract for 900 pints of liquid metal polish for U. S. Army Air Corps, Wright Field, at a price of 14.5c.

## Market Report on ESSENTIAL OILS AND AROMATICS

(As of April 10, 1934)

**N**EW YORK—The market for essential oils and perfuming materials exhibited a mixed tendency this period, with several sharp advances and a number of moderate declines. The items which showed the most strength were lemongrass oil, oil camphor and sassafras. Citronella and geranium oils, on the other hand, showed a weaker tendency. Moderate declines were also noted in bay, bergamot, birch tar, caraway, and petitgrain. The pace of buying has slackened over the past month, according to dealers, who report a tendency of buyers to seek price concessions.

### ANISE OIL

This market was quiet and inactive, with prices remaining at the same levels which prevailed a month ago.

### CAMPHOR OIL

A sharp advance in Japanese camphor quotations has pushed the price of sassafrassy oil to 19c, with white oil going to 21c. Safrol and artificial sassafras have also followed upward, safrol now being quoted at 45c pound and sassafras, artificial, at 40c.

### CITRONELLA OIL

Ceylon oil again sold off locally on strenuous competition, with the spot price closely approximating the favorable offers being made on shipment material. The market is currently 30c to 32c pound, with Java oil quoted at 38c to 45c pound.

### GERANIUM OIL

The expectation that new crop geranium oil will be marketed at lower prices caused the spot market to soften this period, although the only quotable change was a drop of 10c pound in the price of Bourbon oil.

### LEMONGRASS OIL

Lemongrass oil advanced sharply in the spot market this period on shortage of stocks. Additional strength was lent to the situation by the fact that offers of new crop material for May-June delivery are not plentiful. The current quotation is \$1.15 to \$1.20 pound.

### PETITGRAIN OIL

Competition among dealers resulted in a further decline in the price of petitgrain oil this period, the market dropping to a basis of \$1.10 to \$1.15 per pound.

Florasynth Laboratories, Inc., New York, essential oils and aromatics has recently established a branch office

in Los Angeles at 706 North La Brea Ave. in charge of Paul G. Fourman.

### WATERMEYER OF FRITZSCHE DIES

Frederick E. Watermeyer, president of Fritzsche Bros., Inc., New York, essential oils, died in the Lenox Hill Hospital, New York, March 19, after an illness of several weeks. Mr. Watermeyer was born in Leipzig, Germany, in 1873. He came to United States at the age of twenty-two to join Fritzsche Bros., the American branch of Schimmel & Co., Miltitz, Germany. He became a partner in the New York firm in 1907 after several years service in Chicago. Upon the death of Carl Brucker, head of the American organization, in 1913, Mr. Watermeyer became the active director of the company, in which position he continued up to the time of his death. Mr. Watermeyer is survived by his widow, Margaret Watermeyer, a sister in Berkeley, California, and two sisters and a brother in Germany. Herman T. Fritzsche, Chairman of the board of Schimmel & Co., and Dr. Karl Fritzsche, retired head of that house, who are first cousins, also survive.

Frederick H. Leonhardt was elected president of Fritzsche Bros., Inc., New York, at a meeting of the board of directors, April 2, succeeding the late Frederick E. Watermeyer. William A. R. Welcke was named vice-president and also continues to occupy the position of treasurer. Mr. Leonhardt has been associated with Fritzsche Bros. since 1894, having served as vice-president since 1919. Mr. Welcke has been with the firm since 1885 and has served as treasurer since 1919.

### WEICKER HEADS ORGANIC ASSOCIATION

The Natural Organic Products Association has recently been formed by members of the botanical drug, essential oil, spirit and oil soluble gum, water soluble gum and vanilla bean industries to operate under the NRA. A blanket code will be submitted, with supplementary provisions and trade practices for each individual group. Heading the new association is Herman G. Wiecker, Dodge & Olcott Co. Charles F. Walden of Thurston & Braidich is treasurer. The directors are: A. D. Armstrong of Fritzsche Brothers, divisional vice-president on essential oil; S. B. Penick of S. B. Penick & Co., divisional vice-president on botanical drugs; J. Edward Young, Jr., of Thurston & Braidich, divisional vice-president on water soluble gums; Hendrickson of S. Winterborn, divisional vice-president, spirit and oil soluble gums, and Ferdinand Weber, of George Lueders & Co., divisional vice-president, on vanilla beans.

## Market Report on SOAP AND DISINFECTANT CHEMICALS

(As of April 9, 1934)

**N**EW YORK—In the market for soap and disinfectant chemical the price structure continued to hold very firm this period and demand also held up well. Soap manufacturers in particular have increased activities in recent weeks with the result that withdrawals of raw materials are running substantially ahead of corresponding figures for 1933. Glycerin prices continued to advance this period, with quotations on crude practically nominal due to shortage of stocks. Tar acid oils have been advanced recently, resulting in a firming of disinfectant prices.

### ALKALIS

With the start of the third quarter buyers moved to replace depleted stocks. Shipments of alkalis increased in consequence. The soap trade has been an active buyer of alkalis lately with the threatened imposition of an excise tax on vegetable oils causing manufacturers to speed up production prior to the passage of the tax. The price structure of the alkali market holds firm with the schedule unchanged.

### GLYCERIN

Glycerin again gained sharply in price this period, dynamite, saponification and soap lye all being advanced a cent a pound. Stocks of crude are currently reported to be very low as many soap makers have not seen fit to recover their crude over recent months due to the previous low prices offered. With the market on crude practically nominal, there seems to be a substantial unsatisfied buying interest. The advancing prices are of course stimulating interest again in recovery of crude, and the situation may be expected to correct itself over the next few months. The current market quotations are: chemically pure, 13c lb.; dynamite, 12 $\frac{1}{4}$  to 12 $\frac{3}{4}$ c; saponification, 8 $\frac{3}{4}$  to 9c; and soap lye, 8 $\frac{1}{4}$  to 8 $\frac{1}{2}$ c lb.

### ROSIN

Rosin prices were steady and practically unchanged this period, with the market seasonally inactive. The closing schedule of quotations was as follows: gum rosin, grade B, \$5.60; H, \$6.50; K, \$6.50; N, \$6.50; WG, \$6.60; X, \$6.65; wood, \$5.93 to \$6.26.

### TAR ACID OILS

Quotations on tar acid oils have been advanced recently by the principal producers.

Castile soap and toilet soaps remaining in United States bonded custom warehouses at the end of December

31, 1933, amounted to approximately 125,000 pounds and 25,000 pounds, respectively. With the exception of November when 156,000 pounds of castile soap was on hand, this is the largest quantity remaining in bonded warehouses during the past six months.

### LAUNDRY OR HOME WASHING?

During 1933 a keen struggle developed between laundry and washing-machine for the weekly wash. By reducing the average retail price of washing-machines to \$55, sales for the year set a record of 1,000,000 machines. Commercial laundries, under the supervision of the American Laundry Machinery Company, Cincinnati, have instituted a counter campaign by offering to do an average wet wash bundle for 49 cents. It is hoped that this will bring trade to the laundry, which can be made more profitable as times improve. About 25 cities have offered the 49 cent wet wash. In relation to this, a careful survey of cost and merchandising is being made in Kansas City. *Business Week*. March 24, 1934.

### A. D. M. A. MEETS APRIL 16-19

The twenty-third annual meeting of the American Drug Manufacturers Association opens at The Greenbrier, White Sulphur Springs, W. Va., April 16, with sessions scheduled to continue until April 19. A novel feature of the program this year is an advertising contest in which a trophy will be awarded to the concern whose advertising campaign is voted most effective. The entertainment features of the convention will be under the general direction of A. A. Wasserscheid, Mallinckrodt Chemical Works. Victor E. Williams, Monsanto Chemical Co., is chairman of the golf committee.

Salesmen of Colgate-Palmolive-Peet Co. have been supplied with photographs of teeth stains to allow them to tie in their sales talks on "Colgate's Ribbon Dental Cream" with current radio, magazine and newspaper advertising of the company. The work of investigation of the colors of the various teeth stains was carried out by Dr. Kurt W. Haeseler, associate chemist of Foster D. Snell Laboratories, Brooklyn.

"The Colgate House Party," advertising "Colgate's Ribbon Dental Cream," is one of the new radio broadcasting shows featured by Colgate-Palmolive-Peet Co. It stars Donald Novis and Frances Langford. Another feature of this company's broadcast program is the "Palmolive Beauty Box Theatre," with Gladys Swarthout, Theodore Webb and Frank McIntyre in a series of operettas.

# WARNER

PIONEERED FOR NEARLY 50 YEARS

**CAUSTIC SODA**  
HIGHEST GRADE  
(ELECTROLYTIC)

IN EITHER  
SOLID OR LIQUID  
FORM

**CARBON  
TETRACHLORIDE**  
REDISTILLED  
WATER-WHITE

SUPPLIED ALSO  
IN COMBINATION WITH  
OTHER SOLVENTS TO MEET  
INDIVIDUAL REQUIREMENTS

**TRI-SODIUM  
PHOSPHATE**

FINE GRANULAR AND  
POWDERED  
A FREE FLOWING AND NON-CAKING  
PRODUCT NATIONALLY KNOWN  
FOR ITS UNIFORM QUALITY

*An opportunity to submit samples  
and quotations is solicited*

## WARNER

CHEMICAL COMPANY

Pioneer Producers 1886

CHRYSLER BUILDING  
NEW YORK CITY

155 E. SUPERIOR ST.  
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EXCLUSIVE SALES AGENTS for WESTVACO CHLORINE PRODUCTS, Inc.

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### Controlled Production:—

We collect, render and refine all of the raw materials used in our stearic acid and red oil. This close control, not available in any other brand, insures high quality products by eliminating low grade raw materials. Let us submit samples and prices. There is no substitute for quality. Use them in your

**Dry Cleaning Soaps**

**Shaving Soaps**

**Special Cleaners**

**Polishes**

**Liquid Soaps**

**FANCY - EXTRA and SPECIAL**

**TALLOW**

**Fatty Acids**

**Theobald Animal  
By-Products Refinery**

**KEARNY, N. J.**

**ESTABLISHED 1914**

## Market Report on TALLOW, GREASES AND OILS

(As of April 10, 1934)

**N**EW YORK—The market for soapmaking oils, fats and greases marked time this period, with both buyers and sellers waiting for some definite word on the proposed excise tax on imported oils before shaping their future market attitudes. In Washington the first pattern of the tax was abandoned—the proposal now being for a three cent rather than a five cent tax, not on coconut oil alone, but on all imported oils. A number of amendments have been added to this latest proposal—one calling for the admission of 520,000,000 pounds of coconut oil tax-free, which would be of material assistance to soap users of this oil. As we go to press no final vote on the excise tax has as yet been taken. Price movements during the period were few and had little significance.

### COCONUT OIL

The market on coconut oil was little more than nominal this period as uncertainty over the impending excise tax and instability of exchange rates discouraged trading. Prices eased off fractionally, the current quotation on New York tanks of Manila oil being  $2\frac{5}{8}$ c to  $2\frac{3}{4}$ c pound. On the Pacific Coast the range is from  $2\frac{1}{4}$ c to  $2\frac{1}{2}$ c pound.

### CORN OIL

Corn oil was somewhat easier this period as the threatened excise tax on coconut oil dropped from 5c to 3c, taking off some of the pressure applied last month. At the decline buyers showed increased interest, but sellers were not inclined to push matters. Mill tanks are quoted currently at  $4\frac{5}{8}$ c to  $4\frac{3}{4}$ c pound.

### COTTONSEED OIL

The cottonseed oil market was extremely quiet this period with professional traders willing to suspend their activities for the time being, awaiting developments in Washington on the proposed excise tax on imported oils competing with cottonseed oil. Prices were unchanged from last period.

### GREASES

Grease quotations eased off fractionally this period in sympathy with developments on competing material. Soap makers have apparently adopted a waiting policy to be followed until the excise tax situation is cleared up. The current quotation on yellow and house grease is 3c to  $3\frac{1}{4}$ c pound.

### TALLOW

A quiet and steady market was encountered in tallow this period, with prices unchanged from their level of a month back. Buyers displayed only a limited interest at the  $3\frac{1}{2}$ c level, with the result that but few transactions were reported.

### W. A. WALSH, MORANA FOUNDER, DEAD

Willard A. Walsh, for years a prominent figure in the essential oil industry, died suddenly on March 19. Mr. Walsh was born in the British West Indies in 1879, the son of an English army officer. After being educated at Oxford, he came to this country and was for some years associated with the B. J. Johnson Soap Company, which later became the Palmolive Company. With Carl Schaezter and Warren E. Burns he organized Companie Morana, manufacturers and importers of essential oils and aromatic chemicals and was for a number of years its directing sales executive. In 1926 he disposed of his interests in Morana and formed the O'Brien-Walsh Realty Co., which eventually became one of the leading builders of apartment houses in Long Island City. Later on he acquired and reorganized the Marine Oil Corporation, dealers in motor and fuel oils and oil burners. Early in 1934, he re-entered the perfuming materials business when he purchased the controlling interest in Belmay, Inc., New York, dealers in essential oils, aromatic chemicals, and similar products. He is survived by his widow, Gertrude Walsh, and a daughter, Mrs. Margaret Warner.

The code for the manufacturers of metal and silver polishes, sweeping compounds, special lubricants and penetrants will have a public hearing before the NRA in Washington on April 30. This code is a supplement to the code of the manufacturers of furniture and floor waxes and polishes, under the auspices of the National Association of Chemical Specialty Manufacturers.

The Boston office of Ungerer & Co. was reopened April 1 in charge of George R. MacDonald. It is located in room 1432, Statler Office Building. Mr. MacDonald is well-known to the New England trade, having spent seven years in that territory prior to the closing of the Ungerer office there.

Patterson Foundry & Machine Co., East Liverpool, Ohio, has recently mailed a folder giving the companies and industries in which Patterson grinding equipment is in use.

**USE STAUFFER BRAND**

# **Carbon Tetrachloride**

*in your liquid cleaners*

STAUFFER BRAND Carbon Tetrachloride will make a good cleaner better. It is 99.9% pure, the purest obtainable anywhere, is water white and is absolutely free from

residue or residual odor. May we work with you when you are next in the market? Let us submit samples and prices. Anything from a drum up.

*Also producers of*  
**CAUSTIC SODA**

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## **STAUFFER CHEMICAL COMPANY**

Plants

Niagara Falls, N. Y.  
Los Angeles, Cal.

Office

420 Lexington Ave.  
New York City

# **GERANIOL** **for SOAP**

**In various grades to meet  
every requirement as to price**



**A. M. TODD COMPANY**  
**KALAMAZOO, MICH.**

Business established in 1869

# CURRENT PRICE QUOTATIONS

As of April 10, 1934

Minimum Prices are for car lots and large quantities. Price range represents variation in quotations from different suppliers and for varying quantities.

## Chemicals

Acetone, C. P., drums.....lb.	.08½	.10
Acid, Boric, bbls., 99½%.....ton	95.00	100.00
Cresylic, 97% dk., drums.....gal.	.42	.45
97-99%, pale, drums.....gal.	—	.45
Oxalic, bbls.....lb.	.11	.11¼
Adeps Lanae, hydrous, bbls.....lb.	.14	.15
Anhydrous, bbls.....lb.	.15	.16
Alcohol, Ethyl, U. S. P., bbls.....gal.	2.45	2.59
Complete Denat., No. 5, drums., ex. gal.	.34	.42
Alum. Potash lump.....lb.	.03	.03¼
Ammonia Water, 260, drums, wks.....lb.	.02½	.02¾
Ammonium Carbonate, tech., bbls.....lb.	.08	.12½
Bleaching Powder, drums.....100 lb.	1.75	2.35
Borax, pd., cryst., bbls., kegs.....ton	50.00	55.00
Carbon Tetrachloride, car lots.....lb.	—	.05¼
L. C. L.....lb.	.06	.08½
Caustic, see Soda Caustic, Potash Caustic		
China Clay, filer.....ton	10.00	25.00
Cresol, U. S. P., drums.....lb.	.09	.10
Creosote Oil.....gal.	.11½	.12½
Feldspar.....ton	14.00	15.00
(200 to 325 mesh)		
Formaldehyde, bbls.....lb.	.06	.07
Fullers Earth.....ton	15.00	24.00
Glycerine, C. P., drums.....lb.	.12½	.13
Dynamite, drums.....lb.	.12¼	.12¾
Saponification, drums.....lb.	.08¾	.09
Soaps, Lye, drums.....lb.	.08¼	.08½
Hexalin, drums.....lb.	—	.30
Kieselguhr, bags.....ton	—	35.00
Lanolin, see Adeps Lanae.		
Lime, live, bbls.....per bbl.	1.70	2.20
Mercury Bichloride, kegs.....lb.	.93	1.08
Naphthalene, ref. flakes, bbls.....lb.	.06	.07¼
Nitrobenzene (Myrbane) drums.....lb.	.09½	.11
Paradichlorobenzene, bbls., kegs.....lb.	.16	.25
Paraformaldehyde, kegs.....lb.	.38	.39
Petrolatum, bbls. (as to color).....lb.	.01¾	.06¼
Phenol, (Carbolic Acid), drums.....lb.	.14¼	.16
Pine Oil, bbls.....gal.	.59	.65
Potash, Caustic, drums.....lb.	.07¼	.07½
Flake.....lb.	.08	.08¼
Potassium Bichronate, casks.....lb.	.08¼	.08½
Pumice Stone, powd.....100 lb.	2.50	4.00
Rosins (600 lb. bbls. gross for net)—		
Grade B to H, basis 280 lbs.....bbl.	5.60	6.50
Grade K to N.....bbl.	6.50	6.50
Grade WG and X.....bbl.	6.60	6.65
Wood.....bbl.	5.93	6.26
Rotten Stone, pwd. bbls.....lb.	.02½	.04½
Silica, Ref., floated.....ton	18.00	22.00
Soap, Mottled.....lb.	.04¼	.04¾
Olive Castle, bars.....lb.	.09	.12
powder.....lb.	.17	.22
Olive Oil Foot.....lb.	.04½	.06
Powdered White, U. S. P.....lb.	.16	.20
Green, U. S. P.....lb.	.06½	.08
Tallow Chips.....lb.	.06	.06½
Whale Oil, bbls.....lb.	.05	.06
Soda Ash, contract, wks, bags, bbls. 100 lb.	1.23	1.50
Car lots, in bulk.....100 lb.	—	1.05
Soda Caustic, Cont., wks., sld.....100 lb.	—	2.60
Flake.....100 lb.	—	3.00
Liquid, tanks.....100 lb.	—	2.25

Soda Sal., bbls.....100 lb.	1.10	1.35
Sodium Chloride (Salt).....ton	11.40	14.00
Sodium Fluoride, bbls.....lb.	.07½	.09¼
Sodium Hydrosulphite, bbls.....lb.	—	.22
Sodium Silicate, 40 deg., drum.....100 lb.	—	.80
Drums, 60 deg. wks.....100 lb.	—	1.65
In tanks, 15c. less per hundred, wks.		
Tar Acid Oils, 15-25%.....gal.	.20	.24
Trisodium Phosphate, bags, bbls.....lb.	.03	.0355
Zinc Oxide, lead free.....lb.	.06	.06¼
Zinc Stearate, bbls.....lb.	.18	.19

## Oils—Fats—Greases

Castor, No. 1, bbls.....lb.	.10¼	.11
No. 3, bbls.....lb.	.09¾	.10½
Coconut		
Ceylon, Coast Tanks.....lb.	.02¼	.02½
Cochin, barrels, N. Y.....lb.	.04¼	.04½
Manila, tanks, N. Y.....lb.	.02¾	.02¾
Tanks, Pacific coast.....lb.	.02¼	.02½
Cod, Newfound, bbls.....gal.	.40	Nom.
Copra, bulk, Coast.....lb.	—	.0127
Corn, tanks, mills.....lb.	.04¾	.04¾
Bbls., N. Y.....lb.	.05½	.06
Cottonseed, crude, tanks, mill.....lb.	.04¼	.04¾
PSY.....lb.	—	Nom.
Degras, Amer., bbls.....lb.	.02¾	.04
English, bbls.....lb.	.04¼	.04½
German, bbls.....lb.	.03¾	.04
Neutral, bbls.....lb.	.07¼	.09¼
Greases, choice white, bbls., N. Y.....lb.	.03¼	.03¾
Yellow.....lb.	.03	.03½
House.....lb.	.03	.03½
Lard, prime, steam, tierces.....lb.	.06¾	.06¾
Compound tierces.....lb.	.07½	.07¾
Lard Oil,		
Extra, bbls.....lb.	—	.07¼
Extra, No. 1, bbls.....lb.	—	.07½
No. 2, bbls.....lb.	—	.06½
Linseed, raw, bbls., spot.....lb.	.0930	.0970
Tanks, raw.....lb.	—	.0870
Boiled, 5 bbls. lots.....lb.	—	.1050
Menhaden, Crude, tanks, Balt.....gal.	.16	.20
Oleo Oil, No. 1, bbls., N. Y.....lb.	—	.06¼
No. 2, bbls., N. Y.....lb.	—	.05¾
Olive, denatured, bbls., N. Y.....gal.	.88	.90
Foots, bbls., N. Y.....lb.	.06¾	.06¾
Palm.....lb.	.03½	.03¾
Palm Kernel, casks, denatured.....lb.	.04¼	Nom.
Peanut, domestic tanks.....lb.	.05	Nom.
Red Oil, distilled, bbls.....lb.	.07	.07½
Saponified, bbls.....lb.	.07	.07¾
Tanks.....lb.	—	.06
Soya Bean, domestic tanks, N. Y.....lb.	—	.06½
Stearic Acid		
Double pressed.....lb.	.09½	.10
Triple pressed, bgs.....lb.	.12¼	.12¾
Stearine, oleo, bbls.....lb.	.05¾	.05¾
Tallow, special, f. o. b. plant.....lb.	—	.03¾
City, ex. loose, f. o. b. plant.....lb.	—	.03¾
Tallow, oils, acidless, tanks, N. Y.....lb.	—	.06¾
Bbls., c/l, N. Y.....lb.	—	.07¾
Whale, crude.....lb.	.03½	.04
refined.....lb.	.06¾	.07

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Lard Oil  
Palm Oil  
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Peanut Oil  
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Red Oil  
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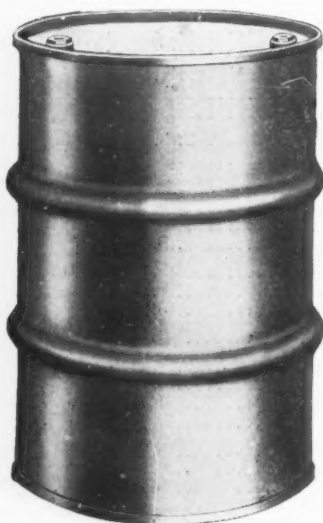
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## Essential Oils

Almond, Bitter, U. S. P.....lb.	\$2.00	\$2.50
Bitter, F. F. P. A.....lb.	2.25	2.75
Sweet, cans.....lb.	.60	.65
Anise, cans, U. S. P.....lb.	.39	.45
Apricot, Kernel, cans.....lb.	.24	.26
Bay, tins.....lb.	1.25	1.50
Bergamot, coppers.....lb.	1.45	1.90
Artificial.....lb.	1.00	1.20
Birch Tar, rect., tins.....lb.	.70	.80
Crude, tins.....lb.	.13	.14
Bois de Rose, Brazilian.....lb.	1.20	1.30
Cayenne.....lb.	2.50	2.90
Cade, cans.....lb.	.26	.30
Cajuput, native, tins.....lb.	.50	.60
Ca,amus, tins.....lb.	3.25	3.50
Camphor, Sassy, drums.....lb.	...	.19
White, drums.....lb.	...	.21
Cananga, native, tins.....lb.	2.00	2.05
Rectified, tins.....lb.	2.50	2.55
Caraway Seed.....lb.	1.90	2.00
Cassia, Redistilled, U. S. P.....lb.	1.10	1.15
drums.....lb.	—	1.00
Cedar Leaf, tins.....lb.	.65	.70
Cedar Wood, light, drums.....lb.	.27	.28
Citronella, Java, drums.....lb.	.38	.45
Citronella, Ceylon, drums.....lb.	.30	.32
Cloves, U. S. P., cans.....lb.	.95	.96
Eucalyptus, Austl., U. S. P., cans.....lb.	.27	.28
Fennel, U. S. P., tins.....lb.	1.10	1.20
Geranium, African, cans.....lb.	6.00	7.50
Bourbon, tins.....lb.	5.40	6.40
Hemlock, tins.....lb.	.65	.75
Lavender, U. S. P., tins.....lb.	2.35	6.00
Spike, Spanish, cans.....lb.	.78	.83
Lemon, Ital., U. S. P.....lb.	1.00	1.40
Lemongrass, native, cans.....lb.	1.15	1.20
Linaloe, Mex., cases.....lb.	1.15	1.25
Nutmeg, U. S. P., tins.....lb.	1.30	1.35
Orange, Sweet, W. Ind., tins.....lb.	1.25	1.40
Italian cop.....lb.	1.10	1.70
Distilled.....lb.	.55	.60
Origanum, cans, tech.....lb.	.25	.50
Patchouli.....lb.	2.75	3.00
Pennyroyal, dom.....lb.	2.00	2.05
Imported.....lb.	1.35	1.70
Peppermint, nat., cases.....lb.	2.50	2.75
Redis., U. S. P., cases.....lb.	2.75	3.00
Petit Grain, S. A. tins.....lb.	1.10	1.15
Pine Needle, Siberian.....lb.	.72	.80
Rose, Natural.....oz.	5.50	18.00
Artificial.....oz.	2.00	3.00
Rosemary, U. S. P., tins.....lb.	.32	.38
Tech., lb. tins.....lb.	.28	.30
Sandalwood, E. Ind., U. S. P.....lb.	5.75	6.00
Sassafras, U. S. P.....lb.	.75	1.00
Artificial.....lb.	...	.40
Spearmint, U. S. P.....lb.	1.15	1.35
Thyme, red, U. S. P.....lb.	.50	.80
White, U. S. P.....lb.	.80	1.00
Vetivert, Bourbon.....lb.	6.50	8.50
Java.....lb.	16.00	20.00
Ylang Ylang, Bourbon.....lb.	4.60	7.00

## Aromatic Chemicals

Acetophenone, C. P.....lb.	\$1.50	\$2.25
Amyl Cinnamic Aldehyde.....lb.	3.50	4.25
Anethol.....lb.	1.00	1.10
Benzaldehyde, tech.....lb.	.60	.65
U. S. P.....lb.	1.10	1.30
Benzyl, Acetate.....lb.	.60	1.00
Alcohol.....lb.	.75	1.15
Citral.....lb.	1.90	2.20
Citronellal.....lb.	2.25	2.50
Citronellol.....lb.	2.55	3.00
Citronellyl Acetate.....lb.	4.50	7.00
Coumarin.....lb.	3.10	3.30
Cymene, drums.....gal.	.90	1.25
Diphenyl oxide.....lb.	1.05	1.25
Eucalyptol, U. S. P.....lb.	.55	.65
Eugenol, U. S. P.....lb.	2.00	2.50
Geraniol, Domestic.....lb.	1.25	2.00
Imported.....lb.	2.00	3.00
Geranyl Acetate.....lb.	2.50	4.00
Heliotropin.....lb.	1.85	2.10
Hydroxycitronellal.....lb.	3.50	9.00
Indol, C. P.....oz.	2.00	2.50
Ionone.....lb.	3.60	6.50
Iso-Eugenol.....lb.	3.00	4.25
Linalool.....lb.	1.65	2.25
Linalyl Acetate.....lb.	3.00	4.25
Menthol.....lb.	3.50	3.60
Methyl Acetophenone.....lb.	2.50	3.00
Anthranilate.....lb.	2.15	3.20
Paracresol.....lb.	4.50	6.00
Salicylate, U. S. P.....lb.	.40	.45
Musk Ambrette.....lb.	5.75	6.00
Ketone.....lb.	6.25	6.50
Moskene.....lb.	5.00	6.00
Xylene.....lb.	2.00	2.50
Phenylacetaldehyde.....lb.	4.00	6.50
Phenylacetic Acid, 1 lb., bot.....lb.	3.00	4.00
Phenylethyl Alcohol, 1 lb. bot.....lb.	4.25	4.50
Rhodinol.....lb.	5.75	8.00
Safrol.....lb.	.45	.48
Terpineol, C. P., 1,000 lb. drs.....lb.	.33	.35
Cans.....lb.	.36	.37
Terpinyl Acetate, 25 lb. cans.....lb.	.80	.90
Thymol, U. S. P.....lb.	1.40	1.50
Vanillin, U. S. P.....lb.	4.50	5.75
Yara Yara.....lb.	1.30	2.00

## Pyrethrum Products

Insect powder, bbls.....lb.	.34	.36
Concentrated Extract		
5 to 1.....gal.	1.90	2.00
15 to 1.....gal.	5.66	5.74
20 to 1.....gal.	7.55	7.65
30 to 1.....gal.	11.10	11.25

## Gums

Arabic, Amb. Sts.....lb.	.08½	.09
White, powdered.....lb.	.12	.13
Karaya, powdered No. 1.....lb.	.10	.11
Tragacanth, Aleppo, No. 1.....lb.	1.15	1.20
Sorts.....lb.	.11	.12

## Waxes

Bees, white.....lb.	.34	.37
African, bgs.....lb.	.21	.22
Refined, yel.....lb.	.26	.29
Candelilla, bgs.....lb.	.14	.14½
Carnauba, No. 1.....lb.	.34	.35
No. 2, Yel.....lb.	.33	.34
No. 3, Chalky.....lb.	.20	.21
Ceresin 156-165 deg.....lb.	.29	.30
Paraffin, ref. 125-130.....lb.	.03½	.04½

## TEA SEED OIL

Soap Manufacturers having a use for even a small quantity of Commercial Olive Oil will do well to investigate the possibility of substituting Tea Seed Oil. Here is an excellent replacement, that will maintain your present quality standards, now selling at about 30c per gallon less than commercial olive oil. Get a sample and specifications and make your own tests.

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### FAT ANALYSIS BY HOLDE-BLEYBERG

The seventh edition of "Kohlenwasserstofföle und Fette, sowie die ihnen chemisch und technisch nahestehenden Stoffe," by D. Holde with the assistance of W. Bleyberg, is published by Julius Springer, Berlin. The book is a comprehensive treatise on the analysis and testing of hydrocarbon oils and fats and related products. It is thoroughly revised, and condensed as far as possible, in order to cover the great amount of work that has been carried out recently in the field. Unlike the previous edition, American as well as German methods are presented and discussed. The classification of subject matter is the same as in the previous edition, namely: general testing methods; petroleum and petroleum products, with 19 sub-headings; natural asphalt; mineral waxes and ceresin; tars by the pyrogenic decomposition of coal, peat, wood and bituminous shale; distillation products of balsams; plant and animal fats and oils; industrial products involving fat, including hydrogenated fats, stearine, glycerin, soaps, Turkey red oil, lacquers and others; waxes; miscellaneous material; and physico-chemical tables.

The general nature of the material given under each heading or sub-heading is occurrence or preparation of the substance, technology, use, specifications, and chemical and physical methods of testing. Naturally considerable variation in this occurs, according to the type of material under discussion. Numerous footnotes refer the reader the original methods. The volume is a valuable addition to the reference library of anyone concerned with specification and properties of hydrocarbon oils or with fats.—Foster Dee Snell.

### APPOINT COSMETIC CODE AUTHORITY

A temporary code authority has been appointed for the perfume, cosmetic and toilet preparations industries, consisting of the following members: Ralph H. Aronson, Bourjoins, Inc., Frederick M. Dodge, Harriet Hubbard Ayer, Inc., Wroe Alderson, industrial adviser, John W. Power, NRA representative, and C. S. Welch, secretary of the Associated Manufacturers of Toilet Articles. This committee has been directed to devise an equitable method of electing a permanent code authority. The code for the perfume, cosmetic and toilet preparations group has been signed by Administrator Hugh S. Johnson and in effect since April 2. To comply with provisions of the code it will be necessary for all firms operating under it to submit price lists to the code authority on or before May 2nd. It is also required that all brand names owned or used be filed. The code in its final form banned hidden demonstrators and the practice of giving secret compensation for pushing goods. The latter provision is not to go into effect for six months, however.

Walter B. Swindell, Sr., head of Swindell Bros., Inc., Baltimore, died last month at his home in Baltimore at the age of 83. Mr. Swindell was one of the founders of Swindell Bros., and had been active in the organization for over sixty years.

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# PLYKROME

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... or hot formed

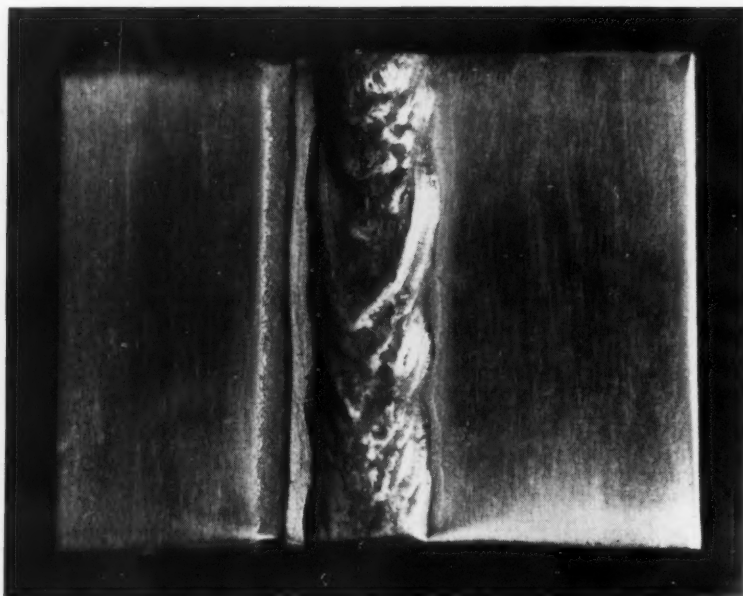
without subsequent heat treatment

For those articles in which heat treatment is difficult or impossible after fabrication, USS Plykrome is ideally suited. Its corrosion-proof surface is of Stabilized USS 18-8 Stainless Steel. This special stainless resists intergranular attack even under the most severely corrosive conditions.

As a consequence Plykrome can be welded successfully or subjected to high temperatures during fabrication or service without loss of its corrosion-resistant qualities. Furthermore, the stabilizing treatment given to Plykrome to insure its resistance to corrosion is such that the steel backing is put into the best possible condition for forming. This unique quality makes Plykrome a practical metal for many applications which cannot employ unstabilized stainless steel.

Additional information on the use of Plykrome in specified installations may be had upon request.

A striking indication of the difference between ordinary 18-8 stainless and the stabilized 18-8 used as the surface veneer on USS Plykrome. Here a piece of low carbon USS 18-8 (on the left) has been welded to USS Stabilized 18-8 (on the right) and subsequently put in an acid bath. Note the manner in which the unstabilized steel has been corroded adjacent to the weld. The stabilized stainless, however, is entirely free from attack.



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# PRODUCTION SECTION

A section of SOAP devoted to the technology of oils, fats, and soaps, published prior to Jan. 1, 1932, as a separate magazine under the title, *Oil & Fat Industries*.

## Soap Plant Design

By W. E. WILKINSON

**T**HE design of the small and medium-size soap plant is quite well standardized based on the operations which are conducted in every plant. Convenience and efficiency in handling materials are of prime importance and dictate the general arrangement of equipment. While the lay-out given in the accompanying diagram may seem of pretentious proportions, it can be adhered to in a plant with one-fifth the capacity of this particular one. The plant described here is capable of saponifying between twelve and thirteen million pounds of fats per year, or any mixture of fats, rosin, etc., and yielding and handling approximately twenty million pounds of neat kettle soap.

The kettles, of which there are four, 16-ft diameter by 30 ft. deep, with a 6-ft. cone-shaped bottom, will each hold 243,000 lbs. of soap. This amount less nigre will give 198,000 lbs. of neat soap boiling capacity, made on each new batch, built on the iron, or a clean bottom. On the first batch the fats and rosin used would be 165,300 lbs. and the yield produced would be 243,000 lbs. This less, or allowing 20 per cent for nigre soap will give 198,000 lbs. of neat soap. To replace the material for the second batch built on the nigre of 49,600 lbs., stock and rosin required would be 132,266 lbs. and would yield and replace the 198,400 lbs. taken off the first batch.

Therefore, the stock and rosin for each new batch would be 165,300 lbs., this amount multiplied by four kettles would be 661,200 lbs. on the first run of the four kettles; 132,266 lbs. of stock and rosin for the second run, built on nigres. The stock used for the first month would be 661,200 plus 529,064, or 1,190,264 lbs. of stock

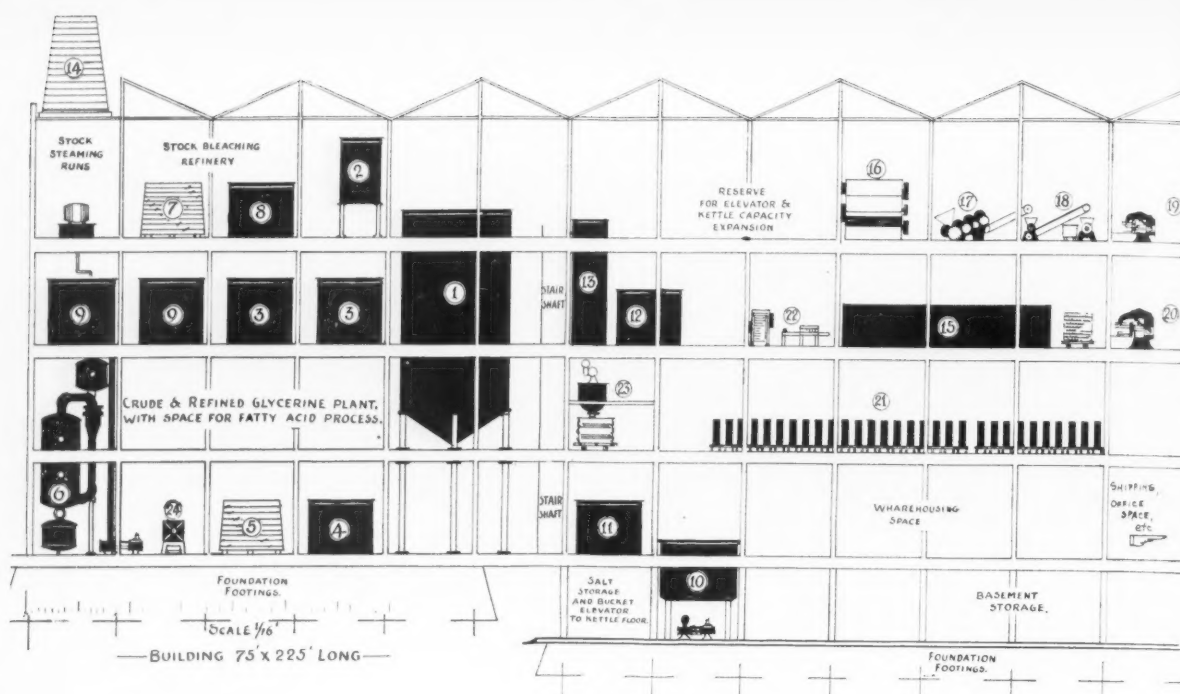
and rosin for the first month, yielding 1,785,396 lbs. of neat soap.

The charge of fats and rosin built on nigres, would be at the rate of 1,058,128 lbs. on four kettles of two kettles each month, in eleven months this will be 11,639,408 lbs. This plus the stock and rosin used the first month on the iron, would total 12,829,672 lbs. with a yield of 19,244,508 lbs. of neat kettle soap per year. Should this amount of kettle soap be filled with say 20 per cent of fillers, this addition of fillings would produce a total of 24,055,000 lbs. of filled soap. If we want to use a 25 per cent of the kettle capacity for white base, the neat soap yield would still be the same.

This white base could be filled also for white laundry bar soap, or could be used for laundry chip and the same base mixed with a good percentage of sal soda, the mixture being liquid enough to pump through the atomizer, or crystalized on chilled rollers, would make a translucent washing powder, not forgetting the possibilities of making a low cost toilet soap out of the same batch.

This being the capacity of the plant, all other equipment must be proportioned to handle the production when needed.

The next step is to take off a kettle of 200,000 lbs. available neat soap. The crutcher capacity should be 24,000 lbs. of kettle soap per hour. Therefore, eight crutchers will be required to do the work of taking off three frames each per hour, or 24 frames per hour for eight crutchers. This soap with 20 per cent of fillings, or 250 lbs. to each frame of soap will total 6,000 lbs. of fillings for the 24 frames. Add this to the kettle soap and there are 30,000 lbs. of filled soap in 24 frames of



- 1—Four Soap Kettles.
- 2—Four Lye Tanks.
- 3—Eight Stock Tanks.
- 4—Six Waste Lye Tanks.
- 5—Two Glycerine Treating Tanks.
- 6—Crude Glycerine Plant.
- 7—Two Washing Vats.
- 8—Two Stock Settling Tanks.
- 9—Two Stock Separatory Tanks.
- 10—Two Cast Iron Caustic Dumping Tanks.
- 11—Two Caustic Soda Storage Tanks.
- 12—Three Tanks—One Silicate of Soda, One Sal Soda, One Soap Stock Oil.

- 13—Two Remelters.
- 14—Water Cooling Tower, Glycerine Plant.
- 15—Filtered Air Drying Tunnels.
- 16—Dryer & Chipper for Toilet Soaps.
- 17—Amalgamators & Toilet Soap Mills.
- 18—Primary and Finishing Plodders.
- 19—Pressing and Wrapping.
- 20—Pressing and Wrapping.
- 21—Framing and Stripping.
- 22—Slabbing and Cutting.
- 23—Eight 1,500-lb. Soap Crutchers.
- 24—Two Filters, 36" 30 Plates and Frames.

1,250 lbs. each, figuring 1,000-1,006 lbs. of neat soap to the frame.

Regarding frame capacity, I would advocate the regular 1,250 lb. capacity type, for the fact this is considered a two man size, and is easily handled, larger sizes of 1,500 lbs. or 2,000 lbs. require three or four men, and should the floor be rough the soap is apt to slop over. Shaking is also apt to cause leaky frames, especially when old frames are used.

At the rate of 24,000 lbs. of kettle soap per hour, each kettle will consume 8-9 hours before reaching nigre. In summer weather, this speed will be impossible on account of the mass being too hot, and will probably take nearly twice this length of time. However, this will not retard capacity as already mentioned of eight kettles per month, this being ample time for large kettles to cool. And with modern crutchers, jacketed and equipped with facilities for water cooling, the soap can easily be chilled to 130-147° Fahrenheit, which is the usual temperature for most soaps ready to be framed.

The scrap soap remelter is the most profitable investment to the soap maker, big or little. This remelter unit will remelt all the clean scrap without causing loss

in fillings and possibly only a slight loss of perfume, which would be the case if the scrap was thrown back into the kettle. The remelter might lose some of the moisture, but this can again be replaced in the crutcher by the addition of water. Some soap makers in taking off soap, will use half remelted soap with half new kettle soap, using of course only half the required amount of filler.

Any and all soaps can be remelted without any apparent detriment. The writer's experience with remelted white floating soap, using half new kettle soap, has been very satisfactory. If the remelter is properly constructed and 14 ft. by 16 ft. high, the results are 100 per cent better, for it is not only the heat of the closed steam coils that denote melting capacity, but the weight of soap scrap on the coils forcing down through the opening into the crutcher, and the resultant soft soap will not even lose its perfume if forced out by the weight of four or five tons of soap scrap behind it.

The filtered air dryer marked on the sketch No. 15, while not a new idea is one of the most satisfactory systems where capacity is required. This is a tunnel arrangement and will rapidly dry any bar soap. Some

of these dryers have as many as 12-17 tunnels usually built of sheet steel, and some of light concrete construction, sides, partitions and roof being of this material. The filtered air passes through the tunnels from cast iron registers on the floors and at the end of each tunnel, with suitable ventilators placed on the roofs of each tunnel on the opposite end. The heating system is a large high speed fan, which sucks air through a fine wire gauze and then over numerous steam heated coils, the fan pushing the heated air through a conduit under the floor to the tunnels. The fan should be the two way type and reversible, so the gauze screening can be cleaned when necessary with the fan in reverse, thus blowing the dust off the screen.

The tank marked No. 10 is a cast iron caustic dumping tank, made up from three castings, the bottom being a one piece casting, equipped with a center C. I. column, which supports heavy C. I. triangular grates, the small ends of the grates rest on the center column and the wide ends resting on a heavy rib and part of the two piece side casting.

The three castings are bolted together, using asbestos packing in the seams. This is a very efficient tank for the purpose where solid caustic is used, and will last a life time. Being a round tank, the caustic drums are placed in a vertical position, with drum opening down on the surface of the grates, the drums are handled with the usual chain block and overhead rail.

The sketch shows only the crude glycerine evaporators. Two evaporators with a capacity of 80,000 of glycerine lye a day, will take care of the washes from the soap house. For instance, take eight kettles of soap a month, and three washes of 40,000 lbs. each, this will amount to 120,000 of glycerine liquor for each kettle, eight times 120,000 lbs. will be 960,000-1,000,000 lbs. of glycerine liquor a month of 28 working days, therefore, 36,000 lbs. of this liquor must be evaporated each day to keep up with the production of glycerine washes from the kettles. Two evaporators of this capacity will be ample, allowing time wasted for possible breakdowns or repairs to the plant.

No spray or other equipment for powders is shown in the plan. However, provisional space on the top floor can be partitioned off suitable for the purpose. The plant can be a spray system, or chilled roller crystallizing type, both these systems being continuous, and representing a saving in time and labor over the old method. The resultant powder crystallizes more uniformly in texture and moisture, the latter result being difficult to obtain by older methods. Other units of the plant are more or less standard items, such as automatic equipment for slabbing, cutting and pressing.

Solid eau de cologne to be used in a traveling kit consists of resin or stearin soaps to which has been added Eau de Cologne. Often a little menthol is also added to give a sensation of freshness on the skin. Pierre Carnot. *Les Parfums de France* 12, 5 (1934).

## LIQUID SOAP

In order to manufacture a liquid soap which remains clear and free from turbidity even at low temperatures, pure caustic potash entirely free from sodium salts should be used for saponification. To avoid turbidity caused by the presence of calcium and magnesium soaps, it is best to use distilled water. Coconut oil and castor oil are suitable oil bases, but of course detergency would be increased by the presence of stearin. For this reason a combination of olein, olive oil, white sesame oil, or castor oil, with palm kernel oil is recommended. A relatively high stearin content can be used by introducing a special solvent to keep it in solution. The presence of methyl, ethyl or propyl alcohol, or glycerin tends to prevent hydrolysis and the resulting separation of free fatty acid. The product should be as near neutral as possible. Excess alkali can be neutralized with sulfonated castor oil, but this should not be present in excess.

Terpineol can be used as an emulsifying agent and to increase the viscosity. If essences are used for perfume, they should be first added to the terpineol. Two per cent of cologne water, lavender, rose water, etc., can be used for perfume, rather than the more concentrated form. A poor quality of liquid soap corresponds to a content of 4 to 8 per cent of pure soap; average, 15 per cent pure soap; and good, up to 30 per cent of pure soap. This also is an index of lathering power. A. Thierne. *Seifensieder-Ztg.* 61, 179-80 (1934).

As actual washing tests may be considered too complicated for general use, it is suggested that detergent power of washing agents may be measured in terms of three essential factors. These are adsorptive, dispersive, and wetting properties. Accordingly, (1) lathering number should be determined after 1 and 3 minutes, (2) lowering of interfacial tension against a water-insoluble liquid (drop number), and (3) the sinking time of a fabric (cotton, wool, silk, etc.). In each case an aqueous solution of the detergent to which oil and carbon black have been added, should be used, in order to simulate practical conditions. Tests should be made at 20 and 30° C. A. van der Werth. *Allgem. Oel-u. Fett-Ztg.* 30, 588-94 (1933).

By chlorination of aromatic hydrocarbons, artificial waxes are formed. Naphthalene may be chlorinated, which renders it non-inflammable, then combined with fat to give a transparent waxy material suitable for many uses. For example, the chloronaphthalene can be combined with stearic acid to give an acid-resistant product for use as a coating in tanks. By combining ethylene dichloride with ammonium sulfide, a product having physical properties like those of beeswax is obtained. Paraffine may be oxidized by passing air through it at elevated temperatures to give fatty acids suitable for the manufacture of soap. *Matieres Grasses* 26, 10073-4 (1934).

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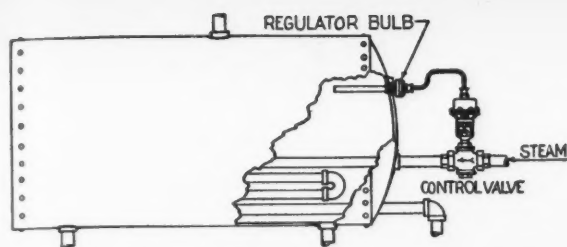
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The simplest way in which to control steam lines up to 2½ in. diameter for maintaining high temperature in a tank of water is shown in the accompanying sketch. Place the regulator bulb in the tank, as indicated, and the control valve directly in the steam line. The vapor pressure in the regulator bulb causes the control valve to open and close with variation in temperature. In this way any temperature from 70 to 300 deg. F. can be maintained in either open or closed tanks or heaters.

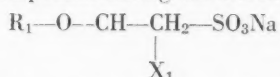
The unsaponifiable residue from the vacuum distillation of fatty acids is suitable as an emulsifying agent, or as an addition to soaps, cosmetics, ointments, disinfectants, polishes, sizes, adhesives, etc. Hans Leue to Henkel and Cie. G.m.b.H. German Patent No. 588,376.

A cleaning compound for vitreous surfaces consists of 5 to 20 per cent of the alkyl ether or ester of glycol and 95 to 80 per cent of a solvent to which a small quantity of abrasive is added. Wilmer C. Gangloff to Drackett Chemical Company, Canadian Patent No. 339,665, dated February 27, 1934.

A new process of preparing a sulfonation product of an aliphatic alcohol consists of reducing a condensation product of acetone and sulfonating the reaction product. I. G. Farbenindustrie A.-G. Canadian Patent No. 340,408.

Emulsifying and washing agents may be prepared by subjecting liquid or solid paraffin or naphthene hydrocarbons to partial oxidation until practically no unoxidized hydrocarbon remains. The products are then sulfonated. Hans Beller and H. Schütte to I. G. Farbenind. A.-G. German Patent No. 588,139.

A wetting, dispersing, emulsifying and washing agent consists of compounds having the following formula:



where  $R_1$  stands for an aliphatic, cyclo-aliphatic, hydro-aromatic or aromatic residue, the molecule of which contains more than 3 carbon atoms and  $X_1$  stands for H or alkyl, having a particularly strong foaming power and an excellent soap-like action and simultaneously an intense resistance to lime. I. G. Farbenindustrie Aktiengesellschaft. Canadian Patent No. 339,668, dated February 27, 1934.

## IMPROVE COLD SOAP PROCESS

According to A. W. Keeble and C. H. Miller, two British chemists, the so-called cold process employed for the manufacture of soaps has proved to be unsatisfactory for many reasons. Among them is the incompleteness of saponification resulting in excess alkalinity or rancidity, depending on whether alkali or fat is in excess, and the difficulty of reproducing previous results. In a new method evolved by Keeble and Miller, soaps are prepared under similar conditions, but resin mixtures which have been heated and then cooled are quickly introduced into the fat-alkali mixtures. Thus a well-stirred mixture is prepared of 170 lbs. of palm kernel oil and nine gallons of a 36 deg. Be. caustic soda solution; 6.5 gallons of another mixture are also made up containing equal proportions of the oil and resin. The oil and resin mixture is heated to 250 deg. F., cooled to 110 deg. F., and then quickly introduced into the first mixture. After stirring for 10 seconds the soap is run out through a valve in the bottom of the mixing pan and then treated in the usual manner.

Soap powder is made by heating curd soap to above 100° C. and spraying with the aid of a compressed gas which is introduced into the vessel containing the soap before the latter is heated to the required temperature. Adolf Welter. German Patent No. 588,488.

A cleansing agent is composed of a mixture of gelatinous silica and a solution of soap and water. Inspro Products Ltd. French Patent No. 755,264.

A shaving soap powder which does not become rancid or take up moisture contains: 85 parts by weight of potassium stearate, 5 parts sodium laurate, 5 parts wheat starch, 5 parts kaolin, 0.5 part boric acid, and 0.3 part oil of lavender or geranium. J. Augustin *Deutsche Parfumerie-Ztz.* **20**, 53-4 (1934).

Sulfonated oils are prepared by treating acetylated castor oil or ricinoleic acid with  $SO_3$  or fuming sulfuric acid in solution in liquid sulfur dioxide. The product is exceedingly resistant to hydrolysis by hot dilute mineral acids. Imperial Chem. Industries Ltd. and R. Greenhalgh. British Patent No. 404,364.

Compositions suitable for use in washing textile materials comprise a mixture of the sodium salt of a sulfonated alcohol, such as lauryl, oleyl, or octadecyl alcohol and a colloidal clay such as bentonite. Alkaline salts can also be added. R. H. Marriott. British Patent No. 401,413.

Patterson Foundry & Machine Co., East Liverpool, Ohio, has engaged C. V. Murray, formerly sales engineer for Robinson Manufacturing Co., Muncy, Pa. Mr. Murray will make his headquarters at 30 Church Street, New York.



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## ON PRODUCTS AND PROCESSES

The well-known color tests for rancidity and the peroxide test for the decomposition of an oil may not show conclusively that an oil is rancid. These tests are not reliable when applied to oils which have been properly protected from light. Light, as well as oxygen, affects the development of rancidity. Oils protected from light remain free from rancidity even though they may have a peroxide value equal to or higher than an unprotected oil which has become rancid. Photochemical experiments show that the total cutting out of light or the use of a green filter which cuts out most of the blue wave lengths, afford protection against rancidity. Oils thus protected from light did not show any organoleptic rancidity in seven months, although giving strong color reactions and relatively high peroxide values. Wayne R. Coe and J. A. Le Clerc. *Ind. Eng. Chem.* **26**, 245-8 (1934).

Conflicting views exist as to the course which is followed chemically in the development of rancidity in fats and oils. One suggestion is that the peroxidized oleic ester passes into an unsaturated linolenic ester diperoxide. This is converted into the dimonoxide which absorbs water to yield an unsaturated (OH)<sub>4</sub> ester. This splits on further oxidation into heptaldehyde, pimelsemialdehyde, and (:CHCHO)<sub>2</sub>, which in turn oxidizes to acraldehyde and epihydrinaldehyde. In the case of oleic acid itself it is suggested that estolides are formed, which inhibit the above oxidation reactions R. Neu. *Algem. Oel-u. Fett-Ztg.* **30**, 583-8.

In making soap, rosin is dissolved in a portion of the oils used, by heating to about 121° C. The solution is cooled to 45-100° and rapidly crutched into a mixture of the rest of the fat stock and the total amount of alkali equivalent to the whole of the fats. A. W. Keeble and C. H. Miller. British Patent No. 403,590.

In reviewing the oil, fat and soap industries in Great Britain for 1933, some progress has been noted in the study of oxidation or development of rancidity in fats and oils. An addition to the anti-oxidants is the substance, gum guaiac. It is water-insoluble, colorless, odorless, tasteless and non-toxic. A concentration as low as 0.01 per cent may be used. It has long been known that fats deteriorate when exposed to light in the presence of oxygen. This applies even to wrapped products. It has been found that the effect of light on fats differs markedly as the wave length of the light itself differs, which suggests the employment of wrappings of a

definite color, capable of absorbing the band of light that is most harmful. Ultra-violet light and certain portions of the visible spectrum greatly accelerate the oxidation of fats. The yellow-orange band is very active in this respect. The green band and the far red band of relatively high wave length are more favorable. A green wrapper therefore favors the preservation of fatty substances. Rex Furness. *Industrial Chemist.* **10**, 21-3 (1934).

A micro method for iodine number permits the determination of both the total halogen consumed and the halogen acid produced, using the same sample of oil (0.75—25.00 mg.). Carbon tetrachloride is used as solvent and iodine monobromide as reagent. Results by the method were, for cottonseed oil, iodine number 109.3; for coconut oil, 5.0; for oleic acid, 90.0; and for ethyl oleate 85.5. J. O. Ralls, *J. Am. Chem. Soc.* **56**, 121-3 (1934).

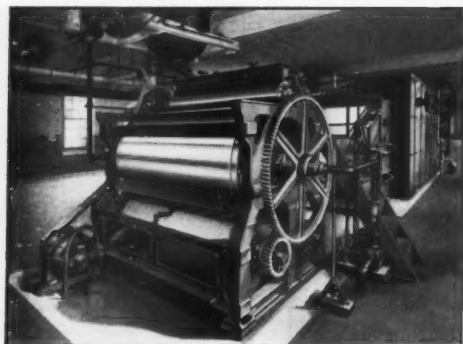
Wetting agents are formed by the reaction of aliphatic aldehydes or ketones containing more than six carbon atoms, with organic substances forming products soluble in water. Examples are the reaction of lauric, stearic, oleic, and palmitic aldehyde, or undecyl methyl ketone or laurone, with glycerol, sorbitol, sulfonated alcohols, etc. I. G. Farbenind. A.-G. French Patent No. 755,143.

Measurement of pH of sulfonated oils is unreliable with the hydrogen electrode. The method gives low results due to poisoning. Measurements with the quinhydrone electrode, the glass electrode, and colorimetrically, give substantial agreement. The pH values of sulfonated oils decrease on dilution. D. Burton and G. F. Robertshaw. *J. Intern. Soc. Leather Trades Chem.* **18**, 19-22 (1934).

Oils may be purified by the use of a barium soap, obtained by saponifying a fatty substance with crystallized barium hydroxide. Camille Deguide. French Patent No. 754,856.

Dispersing and cleansing agents are produced by the condensation of aliphatic or aminosulfonic acids with chlorocarbonic esters of alcohols containing four or more carbon atoms. Thus, octadecyl chlorocarbonate may be added to an aqueous caustic soda solution of N-methyltaurine and the mixture warmed to 80° C to yield the desired urethan. The products may be sulfonated if necessary, to make them water-soluble. H. Ulrich and K. Saurwein to I. G. Farbenind. A.-G. German Patent No. 585,161.

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# Of Interest at the Packaging Show

**T**HE fourth annual packaging and shipping exposition was held at the Hotel Astor, New York, March 13 to 16. Booths set up on one floor of the hotel were sponsored by leading manufacturers of containers, packaging materials, packaging machinery and accessories. A feature of the show was the competition for the Irwin D. Wolf Award for the most effective package placed on the market during 1933. It was won by the A & P Red Circle coffee bag, designed by Egmont Arens for the American Coffee Corp. Division winners included Derris, Inc., New York, with their display stand for Tick fly spray, produced by Hinde & Dauch Paper Co., and United Drug Co., with a folding carton for Jasmine of Southern France shaving cream. Among the exhibitors were the following concerns:

**CONTINENTAL CAN CO., NEW YORK**—A stage in the center of the Continental booth was used periodically in presenting a short play built around a packaging theme. At either side of the stage were panels showing various Continental cans on a revolving back ground. The booth was in charge of H. A. Goodwin, advertising manager, and J. M. Cross, manager of the development department.

**AMSCO PACKAGING MACHINERY, INC., NEW YORK**—Showed various low priced packaging machines in operation including their hand driven and automatic carton wrappers, sheet cutters and bag crimpers and a semi-automatic weighing and filling machine. Exhibit was in charge of Phillip K. Keenan, president.

**GENERAL PLASTICS, INC., NORTH TONOWANDA, N. Y.**—Showed bottle caps, display stands, boxes, cream jars, compacts, etc., molded, with Durez. F. E. Brill, advertising manager, was in charge.

**TOLEDO SYNTHETIC PRODUCTS CO., TOLEDO, OHIO**—Showed various plastic products made with Plaskon including a dish for shaving soap. James L. Rogers, Jr., president, and Dwight Cook, sales manager, were in charge.

**SEFTON NATIONAL FIBRE CAN CO., ST. LOUIS**—Showed various fibre cans, mailing tubes, etc., including a new cleanser package being used by Industrial Products, Inc., Greenville, S. C. F. C. Allen, New York manager, was in charge.

**PROTECTO SEAL CO., BUFFALO**—Showed Protecto seals being used by several companies for sealing barrels, large cans and other containers where guarding against adulteration is a problem. These seals have been marketed in the United States for about six months, having been developed in Switzerland. The exhibit was in charge of Norman S. Nyce, from the Buffalo office, and F. C. Allen, New York manager.

**CROSS PAPER PRODUCTS CO., NEW YORK**—Showed samples of fibre cans, mailing tubes, deodorizing block holders, sifter cans, etc. The exhibit was handled by M. D'Andrea, sales manager.

**CELLULOID CORP., NEW YORK**—This exhibit, in charge of M. Demarest and S. S. Bareford, showed various packages made with Protectoid, a transparent cellulose product. It is used for wrapping and also, in a heavier grade, for the manufacture of transparent set up boxes useful for candies, high grade toilet soaps, etc.

**OWENS-ILLINOIS GLASS CO., TOLEDO, OHIO**—Showed an extensive line of glass packages being made for manufacturers in several industries including a number containing liquid soaps, sprays, shampoos, cleaners, etc. G. C. Noonan was in charge.

**STOKES & SMITH CO., PHILADELPHIA**—Displayed a wide variety of packages filled and sealed with Stokes & Smith packaging machinery. The packages included several containing soaps, cleansers, insecticides, etc. C. E. Schaeffer, L. G. Smith, D. E. Maxfield and W. B. Sanford were in charge.

**ARMSTRONG CORK CO., LANCASTER, PA.**—Displayed a complete line of closures including corks, plain and embossed, metal and molded caps, etc.

**PNEUMATIC SCALE CO., NORFOLK DOWNS, MASS.**—Cartons and bottles filled by Pneumatic machines were on display in this booth which was in charge of C. F. Doble, New York manager.

**AMERICAN CAN CO., NEW YORK**—A large map of the United States, with colored lights denoting American Can's offices and factories, was the center of attraction in this booth. A slide and sound film of 14 minutes duration was operated continuously, with the colored lights flashing on at intervals to indicate spots referred to in the dialogue. At each side of the map were displays showing samples of the work done in the company's art department. These included sample cans for a fly spray and for automobile polish. D. G. Mitchell, advertising manager, was in charge. The film, which was produced under his supervision, was primarily designed to show various can making developments pioneered by American.

**TRIANGLE PACKAGE MACHINERY CO., CHICAGO**—Showed various packages filled on Triangle machines, including three 5 pound soap flake packages sponsored by J. R. Watkins Co., Allen B. Wisley Co., and J. Eavenson & Sons. Louis Muskat, president, was in charge.

**DUPONT CELLOPHANE CO., NEW YORK**—Displayed an extensive array of products wrapped in Cellophane, including two new private brand soap packages put out by Hewitt Soap Co. One was a six cake unit and the other a long, flat castile bar. M. C. Pollock, production manager, was in charge.

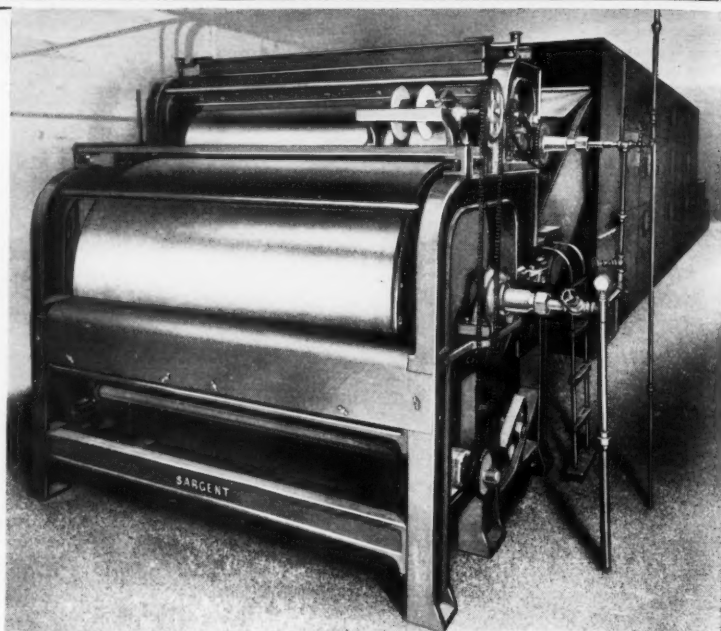
**LOWE PAPER CO., RIDGEFIELD, N. J.**—Showed a number of cartons made with Ridgelo clay coated folding box board, including a recent package used by Admiration shampoo, a soapless product of National Oil Prod-

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ucts Co., Harrison, N. J. The booth was in charge of R. C. Spencer.

BAKELITE CORP., BOUND BROOK, N. J.—This display contained a variety of containers, closures, etc., molded from Bakelite. Shaving soap bowls, with a top used as a base, were featured. Robert Barber, assistant advertising manager, and E. Jenny, sales department, were in charge of the exhibit.

Tests to determine lanolin in mixtures of ordinary soaps or calcium soaps, coconut fat and lanolin showed that determination of lanolin, particularly in the presence of unsaponified fats, by extraction of the calcium soap with ethyl acetate does not give accurate results. To obtain accurate results, the determination should be based on the difference between the saponification numbers of lanolin in alcohol and in petroleum ether. G. Knigge, *Deut. Parfumeria-Ztg.* **19**, 133-4.

Wetting and emulsifying agents are prepared by transforming cyclic amidines into compounds soluble in water by alkylation or sulfonation, or a combination of these two processes. Soc. pour l'ind. chim. à Bâle. French Patent No. 754,626.

A toilet soap powder combined with three parts of pyrophyllite has been patented by William H. Alton (U. S. Pat. 1,943,253) and assigned to R. T. Vanderbilt Co., New York. It is said for the new product that the pyrophyllite improves the detergent action of the soap by keeping the soap particles separated, that the powder does not absorb moisture or get sticky in the can, and that in the presence of water the soap readily dissolves without caking and with a minimum loss of soap. Pyrophyllite is a mineral substance of substantially the same composition as kaolin.

A soap containing the sunshine vitamin is prepared by adding ergosterol to soap mixtures. After saponification, cooling, etc., the product is irradiated with ultraviolet light, which activates the ergosterol. J. Wearham. British Patent No. 403,650.

The same effect as in the preceding patent is obtained by incorporating an irradiated sterol in soap during crutching and milling. The presence of vitamin D implies beneficial dermatological properties. A. J. Lorenz and M. H. Wodlinger. British Patent No. 403,033.

Rancidity of fats caused by oxidation may be inhibited by adding minute amounts of certain antioxidants. Of the phenols, only the ortho and para types are active as antioxidants for fats and oils. Maleic acid has about the same effectiveness as these phenols. An antioxidant gives the greatest protection when added to fresh samples of good keeping quality. George R. Greenbank and George E. Holm. *Ind. Eng. Chem.* **26**, 243-5 (1934).

A shaving cream composition is recommended in Germany as follows: 15 parts by weight of stearin, 5 parts arachis oil, 7 parts coconut oil, 16 parts 38° Bé. caustic potash and 16 parts water. To use fatty acids instead, take 25 parts stearic acid, 8 parts lauric acid, 16 parts 50° Bé. potash solution, 50 parts water, and 1 part perfume. The potash is dissolved in hot water and the fatty acid mixture poured in, with stirring. A creamy product is formed which, after a short time, exhibits the silvery sheen of stearin crystals. E. Schönberner. *Deutsche Parfumerie-Ztg.* **20**, 35-36 (1934).

The refractive index of 100 per cent pure glycerol at 20.0° C. is 1.47399. The original article contains a new table of the refractive indices of pure glycerol at 20.0° C. for each per cent of glycerol in aqueous solution from 1 to 100. The refractive index is also given over a range of temperature from 10 to 20° C. for pure glycerol of high concentration. L. F. Hoyt. *Ind. Eng. Chem.* **26**, 329-32 (1934).

## FATTY ALCOHOL SULFATES

(From Page 23)

L M is a scouring agent with particularly good fat solvent power. The Igepons are intended for use as finishing agents in hard water. Igepon A is resistant to acid but not to alkali; Igepon T is resistant to both.

Procter & Gamble spent a year on laboratory tests and then offered a spray-dried granulated product to the retail trade under the name of Drift, which was later changed to Dreft. This is a lauryl sulfate product. They instituted an extensive newspaper and sampling campaign, particularly in hard-water areas. Their advertising states that the new product will not leave a "bathtub ring." With its use "soap-shrinking, soap-fading, and soap-streaking are impossible." Thus Dreft becomes a competitor of all laundry soaps, soap powder and flakes. Procter & Gamble will also market Dreft in bar-form, and a liquid shampoo called Drene. As finishing agents, the alcohol sulfates have been advertised to the textile trade under the names of Sulfanole, Aliphatic Ester Sulfate, etc., by individual firms.

The limiting factor in the sale of the alcohol sulfates is their high cost in comparison with that of soap. The present price is four to five times that of soap. In certain cases, they probably effect a new economy and give enough better results to justify their price. Dreft packaged in the form of fine granules retails at 15c per 4 ounces. Even at this price there is a possibility that it may scoop the household market, particularly in certain sections.

Whether all the claims made for the alcohol sulfates are justified, can only be determined over a period of time, as the products come into more general use. Naturally such information as is available at the present time comes from those interested in the selling of these products. Past experience indicates that such information ordinarily tends to be colored by optimism.



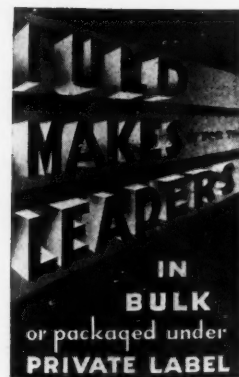
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A Section of "SOAP" Dealing with

INSECTICIDES • DISINFECTANTS • EXTERMINATING  
FLOOR PRODUCTS • SANITARY SUPPLIES • MOTH PRODUCTS

## Monsanto

## Chemicals



**E**ACH Monsanto manufacturing operation must contribute to the ultimate goal—highest quality. The list for insecticide and disinfectant manufacturers includes:

**Santochlor**

(Pure Paradichlorobenzene)

**Methyl Salicylate**

(Oil of Wintergreen, Synthetic)

**Cresylic Acid**

(All Grades)

**Phenol**

**Orthodichlorobenzene**

Manufactured by  
**Monsanto Chemical Company**  
St. Louis, U.S.A.

New York • Boston • Chicago • San Francisco • Montreal • London



# POWCO

## BRAND

REG. U.S. PAT. OFF

## Selective Type

We think most of our friends will agree that we have tried to give them a clear and straightforward picture of the essential facts in connection with Pyrethrum Products.

We have tried to do this because we see no reason to confuse you.

Among the many things designed to confuse is the recent statement that properly made Pyrethrum Extracts need to be stabilized.

Our technical staff for years has made a thorough study of deterioration of Pyrethrum Extracts. This work shows conclusively that a *well made* Pyrethrum Extract is stable, because it is protected against oxidation and hydrolysis by being in a petroleum solution free of moisture and air.

Only recently we examined a sample of our Extract which was well over a year old and its toxicity was not impaired in the least.

### ROTENONE PRODUCTS

Powders and extracts standardized for activity content.  
Let us send you information.

## JOHN POWELL

**SPECIALISTS IN**  
**114 E. 32nd Street**

**& PYRE**



***Killing Power—  
That's the Thing***



## **Pyrethrum Extracts**

The buyer however must be aware of the fact that there are various types of Pyrethrum Extracts.

Some extracts need to be stabilized because the method by which they are manufactured makes for freakish production.

The most modern type of Pyrethrum Extract is called the selective Cold Direct Extraction type.

By this method the killing power of the Pyrethrum is removed with no more of the highly undesirable inert extractives than kerosene itself would extract. This cold direct selective type extract is absolutely dependable, is *stable* and not subject to cumulative deterioration.

POWCO BRAND Basic Pyrethrum Extracts are the only highly concentrated extracts made today by cold, direct extraction.

When you buy a POWCO BRAND Pyrethrum Product, you are certain to receive the right type of product, correctly manufactured to make it dependable and safe and of definite, standardized high *killing power*.

**& COMPANY, Inc.**

**PYRETHRUM PRODUCTS**

**New York, N. Y.**

### **ODORLESS EXTRACT**

Manufactured by the same dependable process as our regular extracts. Let us send you samples.

# Mrs. CONSUMER..

"I WANT THE SAME  
ONE YOU SOLD ME  
LAST TIME. IT  
CERTAINLY KILLS  
THE FLIES."



*First*—WE MADE CLAIMS

*Second*—CONSUMER SALES  
PROVED THEM

WHEN we originated the first standardized concentrated extract of pyrethrum many people thought we were just inventing new sales arguments. They said "It can't be done." "Pyrethrum is a natural product and varies widely." "It is too confusing." Today it is significant to note that there are several such products on the market whereas in 1930 Pyrocide 20 was the only standardized concentrate.

We were certain that Pyrocide 20 was an improvement. Manufacturers of household insecticides, however, at that time found no reason why they should accept our word for it. Nevertheless, many of them purchased Pyrocide 20 on a trial

basis for unbiased comparison. While their own technical men approved our work, they felt that in the last analysis, the public would decide.

Mrs. Consumer did decide. She came into a store, laid her money on the counter, and bought a fly spray made from Pyrocide 20. She took that fly spray home and *killed flies with it*. Then she came

## UNIFORM KILLING POWER

# ...makes a REPEAT PURCHASE



back to the store again. And the transaction illustrated here must have been repeated many, many times. Whenever she saw that brand name she knew it as a good product. That is the final test for any product.

How do we know that Mrs. Consumer behaved this way? Because in 1930 the sale of Pyrocide 20 increased, in 1931 it increased, and in 1932 when the total sale of insecticides throughout the country fell off from 30 to 50 percent, the sale of Pyrocide 20 increased 50 percent. In 1933 there was another startling increase.

We may be prejudiced—our friends may be prejudiced, but the public says "Does it do the

job?" We believe that results *prove* that Pyrocide 20 gave more satisfactory results. We hope you will consider it good evidence. At present everything indicates that Pyrocide 20 will have its best year in 1934.

Pyrocide 20 is shipped in steel drums containing 15, 30, and 53 gallons from warehouse stocks in New York, Los Angeles, Minneapolis and several foreign cities. We also supply pyrethrum flowers of known pyrethrin content in whole, ground, or powdered form.

McLAUGHLIN GORMLEY KING COMPANY  
MINNEAPOLIS, MINNESOTA

# PYROCID 20

STANDARDIZED EXTRACT OF PYRETHRUM FLOWERS

JUST SUPPOSE  
THEY HAVEN'T MET BEFORE



#### YOUR PRODUCT...and CONSUMERS

out to get a polish... a liquid preparation... with an urge to do a job! • PACKAGES can tell the story of what's inside! Smart color-tones, trim design... force a first-time buy. There's your chance for SALES and REPEATS! • To swing your product into swift trade currents... is the EMPECO aim in Packaging.

- Containers . . . Sized to suit . .
- Color-Lithographed or Plain

## METAL PACKAGE CORPORATION

ESTABLISHED 1909

110 E. 42ND ST., NEW YORK CITY

• One of America's Largest Canmakers •

SALES OFFICES AND PLANTS • NEW YORK CITY • BALTIMORE • BROOKLYN • CHICAGO • THE FISCHER CAN COMPANY DIVISION • HAMILTON • OHIO

IF YOU MAKE—

INSECTICIDES

DISINFECTANTS

PARADICHLOR BLOCKS

THEATRE OR FLY SPRAYS

—Make them pleasant smelling with our special perfume oils.

They cover the unpleasant odors perfectly.

They cost very little.

A small quantity suffices for they are powerful.

*Tell us your product, and let us send you a sample of the right reodorant.*

**GIVAUDAN-DELAWANNA  
INC.**

80 FIFTH AVENUE, NEW YORK, N. Y.

Branch Offices: Philadelphia, Los Angeles, Atlanta, Cincinnati, Detroit, Dallas, Baltimore, New Orleans, Chicago, San Francisco, Montreal, Havana

# The House of *McCormick* . . . .

## Pyrethrum and Derris Derivatives

### PYRETHROL 20 (REG. U. S. PAT.)

A superior pyrethrum concentrate standardized to contain not less than 2.15 grams of pyrethrins per 100 c.c., available in the following carriers:

DEO-BASE, ALCOHOL, KEROSENE, ACETONE, CARBON TETRACHLORIDE, PINE OIL, CAMPHOR OIL  
Extracts of Pyrethrum can also be furnished in any concentration up to 5.0 grams of pyrethrins per 100 c.c. on order

#### THE IDEAL CONCENTRATE

PYRETHROL 20 made with **Deo-Base**. Extracts made with Deo-Base are not odorless, but are entirely free from any kerosene odor and possess only the fragrance of the pyrethrum essence. PYRETHROL 20 gives you the **high standard killing power** plus the advantage of reducing perfuming costs to a minimum—should you choose to dilute this product with an oil that has been re-fined to complete freedom from kerosene odor.

**Pyrethrum-Rotenone Concentrate** containing pyrethrins and rotenone in the proper ratio; where the rotenone is in solution and will remain in solution when diluted.

#### PYRETHRUM FLOWERS

We are in a position to supply you with carload quantities of high test pyrethrum flowers.

1. Japanese flowers in bales.
2. Granulated for percolation.
3. The **finest texture pyrethrum powder** available with a known high pyrethrin content, milled under temperature controlled conditions. **Pyrethrum powder** properly milled **kills** insects more efficiently because the particles will come in more intimate contact with the vital parts of the insects. This extremely fine mesh **insect powder kills quicker**.

We have installed a large enough milling unit to enable us to deliver freshly milled powder on short notice.

#### DERRIS DERIVATIVES

**Derris Extract** containing 5.0 grams of rotenone per 100 c.c. plus the other toxic extractives of derris root.

**Derris Resinate** containing 25% rotenone and 75% active resins.

**Rotenone Crystals** as solvate—71% rotenone.

**Derris Powder standardized**—containing 4% rotenone.

Also **Rotenone Technical** and **C.P.**



McCORMICK AND COMPANY, INC., BALTIMORE, MD.

Standardized Pyrethrum and Derris Insecticides



NEW YORK   PHILADELPHIA   PITTSBURGH   MEMPHIS   HOUSTON   SAN FRANCISCO   TORONTO



## STAINLESS CATTLE SPRAY

A light colored liquid for spraying cattle to rid them of annoying flies and insects. Contains the active principle of pyrethrum. Will not stain, blister or burn, and has no disagreeable odor. A popular product with farmers and dairymen. Supplied in bulk to the distributing trade only.

## PES-TOX

An efficient liquid household insecticide of the pyrethrum type, pleasantly scented. Surpasses in effectiveness the standard of the National Association of Insecticide and Disinfectant Manufacturers. Each lot carefully controlled by the Peet - Grady method. Supplied in bulk for distributors to resell under their own trade-names. Also suppliers of pyrethrum concentrate.



## PINE OIL DISINFECTANTS

made from pure steam-distilled pine oil, and agreeable in odor and dilute with water to form rich, milk-white emulsions.

HIPINE, made according to the formula of the Hygienic Laboratory has a minimum phenol coefficient of four.

ORPINE, prepared from slightly different ingredients, has a minimum coefficient of three.

CLEARPINE is a specially refined product, very light in color, and has a minimum phenol coefficient of four.

All are high-grade products, reasonably priced. Every lot chemically controlled and standardized. Supplied only in bulk to the distributing trade for resale under their own names and labels.



# BAIRD & McGUIRE, Inc.

HOLBROOK, MASS.

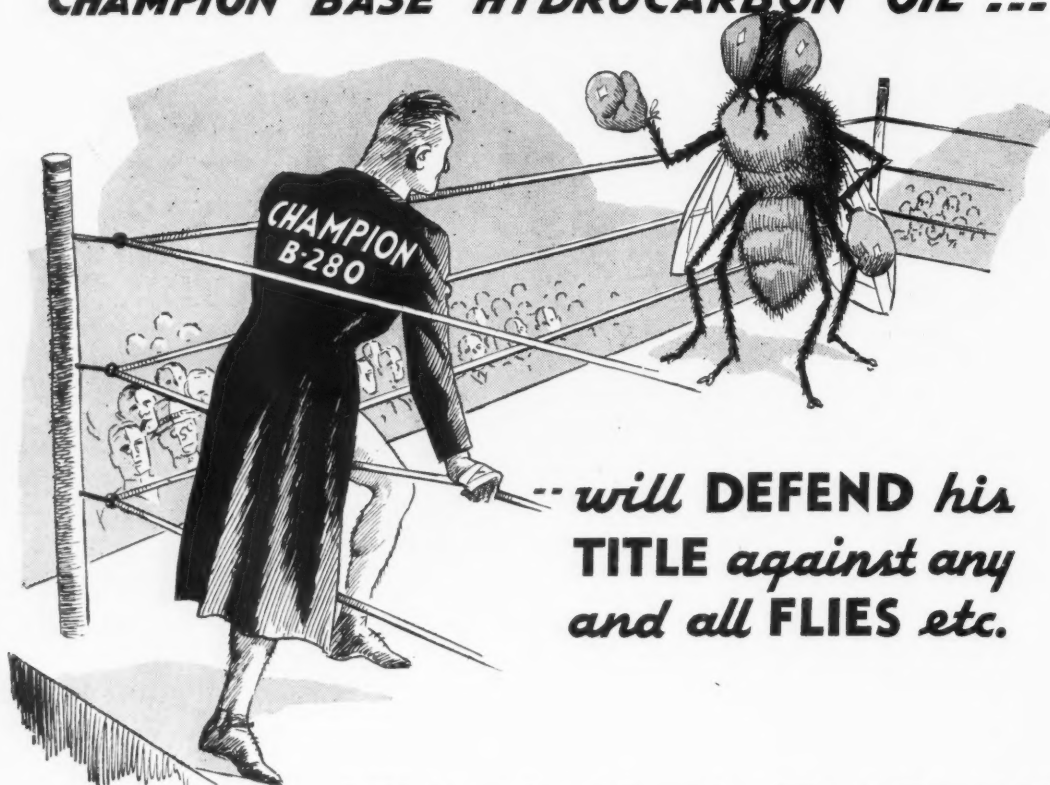
ST. LOUIS, MO.

*New York City and New Jersey Representative*

EASTERN STATES SUPPLY CO., 136 Liberty Street, New York, N. Y.

Phone: WOrth 2-3143

# *The* **NEW KILLER--B-280** **CHAMPION BASE HYDROCARBON OIL ...**



*-- will DEFEND his  
TITLE against any  
and all FLIES etc.*

Notice the remarkable  
odor before and after.

Notice to Manufactur-  
ers: We manufacture  
Base Hydrocarbon Oil  
only. We are not manu-  
facturers of fly sprays.

B-280 is a product of Research. (When in Chicago visit our Research Laboratories at 3921 E. Ravenswood Avenue —15 minutes from the "Loop") (4500 square feet of floor space devoted to Petroleum Research for Industries).

Ask the Cleaning Industry about "STOD-SOL;" the Rubber Industry about "RUB-SOL" or "PETROBENZOL;" the Lacquer Industry about "TROLUOIL;" the Varnish Industry about "APCOTHINNER," they are all Internationally known "Industrial Naphthas" manufactured by this company. We now enter your Industry and offer "B-280" for your approval.

For technical data or samples, address the company at 3921 East Ravenswood Avenue, Chicago, Ill.

**ANDERSON-PRICHARD OIL CORPORATION**



**OKLAHOMA CITY, OKLA.**

**BRANCHES IN ALL PRINCIPAL CITIES**

FOR THE PROTECTION OF THE PUBLIC

Send General Chemical Company  
your inquiries also for  
other Heavy Chemicals, including  
**TRISODIUM PHOSPHATE**  
**SODIUM SILICATE**  
**ACETIC ACID**  
etc., etc.

# SODIUM FLUORIDE

## *Colored* OFFICIAL NILE BLUE

**T**HE standardization of Sodium Fluoride Colored Official Nile Blue has effectively done away with hazard to the public. No one will mistake the blue tinted powder for a food ingredient. . . . Its potency as an exterminating agent maintains it as the dominant insecticide for the commercial and household destruction of insect pests. . . . This General Chemical Company product excels in free-flowing quality and fluffiness.

*Your inquiry, addressed to the nearest office,  
will receive prompt and intelligent attention.*

### GENERAL CHEMICAL COMPANY

40 Rector Street • New York, N. Y.

Buffalo Chicago Cleveland Denver Los Angeles  
Philadelphia Pittsburgh Providence San Francisco St. Louis  
Atlanta Baltimore Boston Charlotte Kansas City  
Minneapolis Seattle

In Canada—The Nichols Chemical Co., Ltd., Montreal, Toronto

*Free flowing  
and Fluffy*



Reg. U.S.  
Pat. Off.

*Also* BAKER & ADAMSON C.P. ACIDS... REAGENTS AND FINE CHEMICALS

Specialists in doing  
one thing well



Reg. U. S. Patent Office

For over a quarter  
century manufacturers of

TESTED and CERTIFIED

# DISINFECTANTS

*for the wholesale trade*

BAIRD & McGUIRE, Inc.

HOLBROOK, MASS.

ST. LOUIS, MO





# SANITARY PRODUCTS



A Section of "SOAP" Dealing with

INSECTICIDES • DISINFECTANTS • EXTERMINATING  
FLOOR PRODUCTS • SANITARY SUPPLIES • MOTH PRODUCTS

SOAP is official publication of *The National Assn. of Insecticide and Disinfectant Manufacturers.*

JOHN H. WRIGHT, Secretary, Chrysler Building, New York.

## EDITORIAL

**T**HE code of fair competition for the insecticide and disinfectant industries has been approved and goes into effect on April 18th. Under the Recovery Act, it becomes mandatory for every manufacturer of insecticides, disinfectants, and related products to comply with the provisions of the code whether the manufacture and sale of these products is their main business or only a minor part of it. Where a firm or individual manufactures solely for his own use, and not for sale, it is our understanding that the code does not apply. But where any amount of these materials, no matter how small, is produced for sale, the code applies to that part of the business having to do with insecticides, disinfectants, and the like.

The writing of the code, with its innumerable revisions, and conferences with the industry and the NRA, has been a painstaking job. It has involved a tremendous amount of work by the code committee of the National Association of Insecticide and Disinfectant Manufacturers, especially by the president of the Association and the chairman of the committee. Criticism, complaints, and objections have been numerous. Commendation and applause have been infrequent. But the work

went on, nevertheless, to completion. Now that the job is finished, there is no occasion for any member of the industry to become excited because he finds himself opposed to certain provisions of the code. It may yet be amended by a majority of the industry as time goes on. Nobody who is conducting his business legitimately and fairly need fear that he will be injured. Its enforcement will be the work of a committee some time since chosen in part. We feel that its personnel thus far,—and only two more members remain to be chosen at large,—is the best guarantee of honest interpretation and impartial enforcement.

—o—

**A**LREADY plans are well under way for the twentieth annual mid-year meeting of the National Association of Insecticide & Disinfectant Manufacturers at Chicago on June 11 and 12. Inasmuch as the code of the industry has been approved, the meeting this year will probably extend through June 13, the third day being given over wholly to a discussion of the code, its interpretation and enforcement. With the code in force upon the entire industry, the gathering in Chicago this year will probably be of greater importance than ever before. There will be numer-

ous complications and uncertainties to be cleared up. To the membership, word has already been sent to arrange now to attend this meeting without fail. Although the sessions of the Association meeting will be closed to members, the sessions at which the code will be discussed, will be open to all manufacturers in the business.

—o—

**R**ESPONDING to an inquiry from a manufacturer of disinfectants regarding the use of a single-figure coefficient as opposed to a range showing two figures, an official of the Food and Drug Administration writes: "In stating the phenol coefficient of a coal tar disinfectant, it should in our opinion, be expressed in a single figure which should be the minimum coefficient that the product may have when it reaches the consumer. A coefficient statement is intended as a guide to the consumer . . . and, if in stating the coefficient, a sliding scale form of expression is used, it is ambiguous and misleading. While we have not issued any 'regulation' on the subject, this is the attitude we have taken for a number of years and manufacturers in general have expressed agreement with it."

The original communication in this case was inspired by an editorial statement here recently that the use of a range or two-figure coefficient was in effect a violation of the law. This contention was based on the fact that a single coefficient has represented the "attitude" of the Food and Drug Administration for some time, and if they cared to make an issue of the matter, could undoubtedly enforce their "attitude" with no great effort. Let us not forget that it is within the category of the Secretary of Agriculture to promulgate regulations for the enforcement of the Insecticide Act. Our own attitude in this matter is certainly not one to embarrass any honest manufacturer or jobber. We contend—and with our contention, many leading disinfectant houses are in accord—that a range coefficient has no place in disinfectant selling today.

—o—

**F**ROM Egypt comes word that a new method of insect destruction on certain types of trees is by "fumigating with hot air." Apparently, this is the idea which some American manufacturers of household insecticides have in mind when they turn their products loose on the public in this country.

## Notes of the Trade

Hygiene Products, Ltd., Montreal, has appointed J. J. Gibbons, Ltd., Montreal, to direct its advertising. Farm papers will be used to advertise sheep dip, stock spray, etc.

—o—

Rex Research Corporation, Toledo, manufacturer of "Fly Tox," is now traveling sixty salesmen on the road, as against fifteen men last year.

—o—

Wildroot Company, Buffalo, is conducting test campaign in nine cities on a new antiseptic powder which it is introducing.

—o—

S. B. Penick, S. B. Penick & Co., New York, retiring president of the New York Drug and Chemical Club, was presented with a desk clock as a token of esteem at a recent meeting of the board of governors of the club.

—o—

A. L. Benz has been appointed director of sales of the Wax-Rite division of the Vestal Chemical Laboratories, Inc., St. Louis. For the last fourteen years he has been with Preserves & Honey, Inc.

—o—

C. H. W. Hasselriis, president of Ratin Laboratory, Inc., of New York, acted as narrator and master of ceremonies for the one hour program with which the National Broadcasting Co. Networks paid tribute to the memory of Hans Christian Andersen on April 2.

—o—

"Dri-Brite" featherweight floor wax applicators are being featured in a special spring advertising drive by Miracul Wax Co., St. Louis.

—o—

Aetna Exterminating Co., formerly located at 2404 Main St., Hartford, Conn., has removed to 238 Church Street.

—o—

Rex Research Corp., manufacturer of "Fly-Tox," is also offering a companion product this season in "Rex Fly Spray." The latter will come packed in lithographed cans to retail at 25c and 15c. A moth destroyer, "Moth-Tax," is also offered.

—o—

Michigan Alkali Company, Wyandotte, Mich., has appointed the Chemical Sales Agency, Cincinnati, as selling agents for its new product, "Malium," an insecticide in the form of a gas harmless to human beings.

—o—

McCormick & Co., Baltimore, have declared an extra dividend of 50c a share on the common stock of the company. Sales for the first three months of 1934 are reported to have been greatly in excess of 1933 sales.

# Insecticide-Disinfectant Code

**T**HE code of fair competition for the insecticide and disinfectant manufacturing industry was approved by the NRA on April 7 and goes into effect April 18. The administrative order approving the Code, signed by Hugh S. Johnson, contained the following qualification: "provided, however, that the provisions of Article VII, Section 1, 2(a) and (b) inclusive, insofar as they prescribe a waiting period between the filing with the Code Authority (ie., actual receipt by the C.A.) and the effective date of revised price lists or revised terms and conditions of sale, be and they are hereby stayed pending my further order."

The personnel of the code authority which will supervise the enforcement of the code was chosen some time ago as follows: Dr. Robert C. White, Robert C. White Co., Philadelphia; H. M. Clark, Dr. Hess & Clark, Inc., Ashland, O.; W. G. Griesemer, Black Flag Co., Baltimore; W. B. Eddy, Rochester Germicide Co., Rochester, N. Y.; J. L. Brenn, Huntington Laboratories, Huntington, Ind.; W. J. Andree, Sinclair Refining Co., New York; W. J. Zick, Stanco, Inc., New York. Two additional members to be elected at large by the industry from among those who are not members of the National Association of Insecticide & Disinfectant Manufacturers, remain to be chosen.

The code follows in full:

## Article I—Purpose

To effect the policies of title I of the National Industrial Recovery Act, the following provisions are established as a Code of Fair Competition for the Insecticide and Disinfectant Manufacturing Industry, and upon approval by the President shall be the standard of fair competition for such Industry and shall be binding upon every member thereof.

## Article II—Definitions

1. The term "Industry" as used herein includes the manufacture, for sale of household and live stock insecticides, disinfectants, sanitary deodorants, tar oil and pine oil dips, and concentrates and/or extracts used in the preparation of same.

2. The term "Insecticide," as used in this Code, shall include any substance or mixture of substances intended to be used for preventing, destroying, repelling or mitigating any insects which may infest animals, household or other buildings, excluding mothproofing substances or compounds, borates, arsenicals, fluorides, cyanides, and fumigants.

3. The term "Disinfectant," as used herein, means any chemical or drug or combination of chemicals or drugs intended to destroy one or more kinds of disease germs, or other harmful microorganisms (not including bacterial spores), when applied to all inanimate objects that might harbor disease germs.

4. The term "minimum standard," as used herein, applies to liquid household insecticides for use against house flies, and shall mean not less than 60 per cent kill, using the Peet-Grady test.

5. The term "member of the Industry" includes any individual, partnership, association, corporation, or other form of enterprise engaged in the Industry, either as an employer or on his own behalf.

6. The term "employee" as used herein, includes any and all persons engaged in the Industry, except a member of the Industry, however compensated.

7. The terms "President," "Act," and "Administrator" as used herein shall mean respectively the President of the United States,

the National Industrial Recovery Act, and the Administrator for Industrial Recovery.

8. The term "Association" as used herein means the National Association of Insecticide and Disinfectant Manufacturers, Inc., a trade association incorporated under the laws in the State of New York and having its headquarters office in New York, N. Y.

## Article III—Hours

Section 1. No employee shall be permitted to work more than six (6) days nor more than forty (40) hours in any calendar week, or eight (8) hours in any one day. Provided, however, that these limitations shall not apply during eight (8) weeks of the year in which seasonal or peak demands place an unusual and temporary burden upon the Industry; but in no case shall the hours worked in any calendar week exceed 48 hours during such seasonal or peak periods and provided further, that with respect to emergency maintenance and repair shop crews, engineers, firemen and electricians there shall be allowed a tolerance of ten per cent; provided further, that watchmen shall not be permitted to work longer than 56 hours in any calendar week, and provided further, that nothing in the foregoing maximum hours provisions shall apply to executive, administrative, technical and supervisory employees who receive \$35.00 or more per week; and outside salesmen and outside service crews.

Section 2. If any employee on an hourly rate of pay works in excess of eight (8) hours in any twenty-four (24) hour period, the wage paid for excess hours shall not be less than one and one-third the regular hourly rate.

Section 3. No employer shall knowingly engage any employee for any time which when totaled with that already performed with another employer, or employers exceeds the maximum permitted herein.

## Article IV—Wages

Section 1. The minimum wage that shall be paid factory employees shall be at the rate of forty (40) cents per hour for male employees and at the rate of thirty-five (35) cents per hour for female employees.

Section 2. The minimum wage that shall be paid to all other employees, except commission sales people, shall be not less than at the rate of \$15.00 per week.

Section 3. Learners and apprentices for a period of not to exceed eight weeks may be paid not less than 80 per cent of the regular rates for the work performed, but in the case of any employer the total number of such learners and apprentices at any time month shall not exceed 5 per cent of the total number of employees.

Section 4. Equitable adjustment in all pay schedules of factory employees above the minimum shall be made not later than 30 days from the effective date by any employers who have not heretofore made such adjustment subsequent to June 16, 1933, and the first reports of wages required to be filed under this Code shall contain all wage increases made since June 16, 1933.

Section 5. This article establishes a minimum rate of pay which shall apply, irrespective of whether an employee is actually compensated on a time rate, piecework, or other basis.

Section 6. Female employees performing substantially the same work as male employees shall receive the same rate of pay as male employees.

Section 7. A person whose earning capacity is limited because of age or physical or mental handicap may be employed on light work at a wage below the minimum established by this Code if the employer obtains from the State authority designated by the United States Department of Labor a certificate authorizing his employment at such wages and for such hours as shall be stated in the certificate. Each employer shall file with the Code Authority a list of all such persons employed by him.

## Article V—General Labor Provisions

Section 1. No person under sixteen (16) years of age shall be employed in the Industry. No person under eighteen (18)

years of age shall be employed at operations or occupations which are hazardous in nature or dangerous to health. The Code Authority shall submit to the Administrator as soon as possible a list of such operations or occupations. In any State an employer shall be deemed to have complied with this provision as to age if he shall have on file a certificate or permit duly signed by the Authority in such State empowered to issue employment or age certificates or permits showing that the employee is of the required age.

Section 2. As required by Section 7 (a) of Title I of the Act, the following provisions are conditions of this Code:

(a) Employees shall have the right to organize and bargain collectively through representatives of their own choosing, and shall be free from the interference, restraint, or coercion of employers of labor, or their agents, in the designation of such representatives or in self-organization or in other concerted activities for the purpose of collective bargaining or other mutual aid or protection;

(b) No employee and no one seeking employment shall be required as a condition of employment to join any company union or to refrain from joining, organizing, or assisting a labor organization of his own choosing; and

(c) Employers shall comply with the maximum hours of labor, minimum rates of pay, and other conditions of employment, approved or prescribed by the President.

Section 3. No employer shall reclassify employees or duties of occupations performed or engage in any other subterfuge for the purpose of defeating the provisions of the Act or of this Code.

Section 4. The provisions in this Code shall not supersede any law within any State which imposes more stringent requirements on employers as to age of employees, wages, hours of work, or as to safety, health, or sanitary conditions, or insurance, or fire protection, or general working conditions, than are imposed by this Code.

Section 5. All employers shall post complete copies of the labor provisions of this Code in conspicuous places accessible to employees.

Section 6. If any employer in this Industry is also an employer in any other industry, the provisions of this Code shall apply to, and affect only, that part of his business which is included in this Industry.

## Article VI—Administration

Section 1. A Code Authority is hereby constituted to co-operate with the Administrator in the Administration of this Code.

Section 2. The Code Authority shall consist of nine members to be selected as hereinafter provided, and in addition thereto there may be three members without vote, to be appointed by the Administrator to serve without compensation from the Industry.

The Industry members shall be selected by a fair method, subject to the approval of the Administrator, under the following conditions:

(a) Seven members by the members of the Industry who are members of the Association, two of whom shall be from the petroleum refining companies who are members of the Industry and members of the Association; and

(b) Two members from members of the Industry who are not members of the Association.

The members who may be appointed by the Administrator shall receive all notices of meetings given to members of the Code Authority.

Section 3. The Association participating in the selection or activities of the Code Authority shall (1) impose no inequitable restrictions on membership, and (2) submit to the Administrator true copies of its articles of association, by-laws, regulations, and any amendments when made thereto, together with such other information as to membership, organization, and activities, as the Administrator may deem necessary to effectuate the purposes of the Act.

Section 4. In order that the Code Authority shall at all times be truly representative of the Industry and in other respects comply with the provisions of the Code, the Administrator may prescribe such hearings as he may deem proper; and thereafter if he shall find that the Code Authority is not truly representative or does not in other respects comply with the provisions of the

Code, may require an appropriate modification in the composition and method of selection of the Code Authority.

Section 5. Members of the Industry shall be entitled to participate in and share the benefits of the activities of the Code Authority and to participate in the selection of the members thereof by becoming members of the Association, and/or by assenting to and complying with the requirements of this Code and sustaining their reasonable share of the expense of its creation and administration. Such reasonable share of these expenses shall be determined by the Code Authority, subject to review by the Administrator, on the basis of volume of business and/or such other factors as may be deemed equitable.

Section 6. Nothing contained in this Code shall constitute the members of the Code Authority partners for any purpose. Nor shall any member of the Code Authority be liable in any manner to anyone for any act of any other member, officer, agent, or employee of the Code Authority. Nor shall any member of the Code Authority, exercising reasonable diligence in the conduct of his duties hereunder, be liable to anyone for any action or omission to act under this Code, except for his own willful misfeasance or nonfeasance.

Section 7. The Code Authority shall have the following further powers and duties:

(a) To insure the execution of the provisions of this Code and to provide for the compliance therewith by the Industry under rules and regulations approved by the Administrator.

(b) To adopt by-laws and rules and regulations for its procedure and for the administration and enforcement of the Code.

(c) To secure from members of the Industry such information and reports as are required for the administration of the Code. Such information and reports shall be submitted by members to such neutral agency or agencies as may be designated by the Code Authority. In addition to information required to be submitted to the Code Authority all or any of the persons subject to this Code shall furnish such statistical information as the Administrator may deem necessary for the purpose recited in Section 3 (a) of said Act to such Federal and State Agencies as the Administrator may designate. Nothing in this Code shall relieve any person of any existing obligation to furnish reports to Government Agencies. No individual reports shall be disclosed to any other member of the Industry or any other party except to such governmental agencies as may be directed by the Administrator.

(d) To use such agencies as it deems proper for the carrying out of any of its activities provided for herein and to pay such agencies the cost thereof, provided that nothing herein shall relieve the Code Authority of its duties or responsibilities under this Code.

(e) To secure from the members of the Industry an equitable and proportionate payment of the reasonable expenses of maintaining the Code Authority and its activities.

(f) To cooperate with the Administrator in regulating the use of any N.R.A. insignia solely by those members of the Industry who have assented to, and are complying with, this Code.

(g) To initiate, consider and make recommendations for the modification or amendment of this Code.

Section 8. If the Administrator shall determine that any action of the Code Authority or any agency thereof may be unfair or unjust or contrary to the public interest, the Administrator may require that such action be suspended to afford an opportunity for investigation of the merits of such action and further consideration by such Code Authority or agency pending final action, which shall not be effective unless the Administrator approves or unless he shall fail to disapprove after thirty (30) days notice to him of intention to proceed with such action in its original or modified form.

## Article VII—Trade Practices

Section 1. The Code Authority shall proceed to establish a uniform system of cost accounting in conformity with accepted standards, for use by the members of the Industry. Upon approval by the Administrator, such system of cost accounting shall be used by each member of the Industry in determining his costs. The Code Authority shall survey the Industry to determine subject to the approval of the Administrator which members thereof are truly representative. Upon such determination,

(Turn to Page 91)

# Derris in Fly Sprays

## Kerosene Extracts of Derris Root as House Fly Sprays— Comparative Tests of Extracts of Derris and of Pyrethrum<sup>1</sup>

### Part II

By F. L. CAMPBELL and W. N. SULLIVAN Bureau of Entomology, and  
HOWARD A. JONES, Bureau of Chemistry and Soils,  
U. S. Department of Agriculture

**I**N the first report on this investigation (1)<sup>2</sup> it was shown that kerosene extracts of derris kill house flies under certain laboratory conditions, but their practical value for this purpose was not studied. It was therefore necessary to compare the effects of kerosene extracts of derris with those of pyrethrum, which have an established reputation as house fly sprays. For this purpose the following representative samples were chosen: Derris root (Insecticide Division No. 594-B) containing 6.0 per cent rotenone and 19.1 per cent carbon tetrachloride extractives, and closed Japanese pyrethrum flow-ers (Insecticide Division No. 1592) containing 0.38 per cent pyrethrin I and 0.54 per cent pyrethrin II by the acid method of Tattersfield, Hobson, and Gimingham (3).

Samples of 5 and 20 gm of each of the plant materials were extracted and tested by methods previously described (1). The immediate effect of the pyrethrum extracts was much more rapid than that of the derris extracts, all flies being incapacitated before the end of the 2-minute exposure period. On the day after treatment with kerosene extracts of pyrethrum the flies could be divided sharply into two groups, the dead and the normal. Therefore, a single 24-hour mortality count would have been sufficient, but to make the observations comparable with those on the slower acting derris extracts the counts were continued for three days. The average results of 13 series of tests are given in table 1, and the relation between time after treatment and mortality is shown in Figure 1. The probable errors of the means are included in table 1 to show the degree of variation encountered in the results of the tests in the small chamber as compared with those in large chambers and in rooms (see tables 2 and 3).

Figure 1 shows the striking difference in the effect of pyrethrum and derris, that of the former having been practically completed within 24 hours and that of the latter continuing throughout the 3-day test period. There was a big difference between the effect of the 5- and 20-

gm samples of pyrethrum, but a relatively small difference between the two quantities of derris. One the basis of the 5-gm samples, the effect of derris was greatly superior to that of pyrethrum, and it was definitely better in the case of the 20-gm samples, if comparison is made between the percentages of dead and down.

The difference in effect of the kerosene extracts of derris and pyrethrum was evident without examining the flies. On the day after treatment the glass fronts of the observation cages were spotted with milk regurgitated by the flies that had recovered from the effects of pyrethrum, whereas in the derris cages the glass was clean.

The comparative effect of the treatments on oviposition was not studied carefully, but eggs laid under the milk-

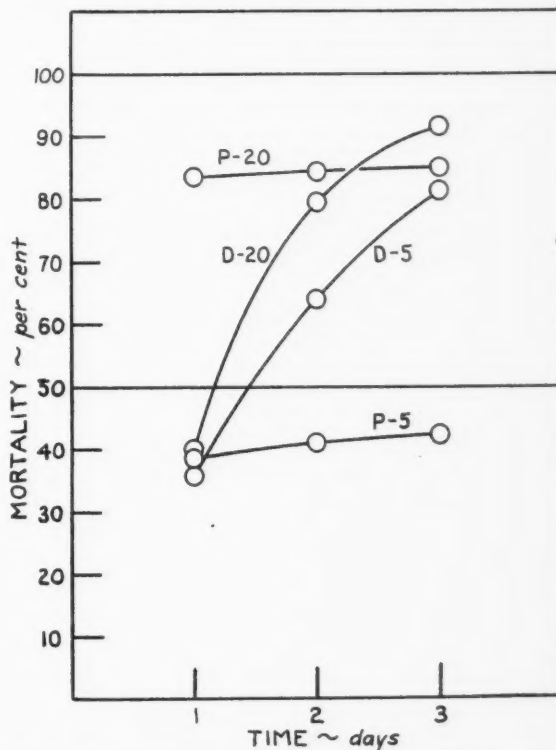


Figure 1.—Mortality of house flies after having been sprayed by the laboratory method with kerosene extracts of derris No. 594-B and of pyrethrum No. 1592. D = derris. P = pyrethrum. The numbers 5 and 20 represents grams of plant material extracted with 100cc of kerosene.

<sup>1</sup> A sub-project on the insecticidal value of rotenone-bearing plants, the Division of Insect Physiology and Toxicology of the Bureau of Entomology and the Insecticide Division of the Bureau of Chemistry and Soils cooperating. Neither Division issues recommendations for the chemical control of insects. The Division of Insects Affecting Man and Animals (F. C. Bishop in Charge) of the Bureau of Entomology is responsible for recommendations for the control of house flies.

<sup>2</sup> Reference is made by italic numbers in parentheses to Literature Cited list at the end of this article.



# FLIES

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Consequently they are not susceptible to mass psychology or impressed by the "reasonable exaggeration" which the Supreme Court has decreed as permissible. Actual killing power in your insecticide is what gets the results.

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Our policy is and has been to treat Pyrethrum as a staple product, which it is, and not as a branded specialty which has been mysteriously improved by passing through our hands.

Our obligation is to see that our customers receive a product which is dependably up to the highest standard of killing power which is commercially practical, and a rapidly growing number of insecticide manufacturers are finding that we take that obligation very seriously indeed.

Benkert's No. 15 Pyrethrum Concentrate (1.700 grams Pyrethrins per 100 cc) is worth your attention if you use extract.

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Table 1.—Average results of 13 series of tests against house flies showing the relative effectiveness in a small glass chamber of kerosene extracts of derris root No. 594-B and of pyrethrum flowers No. 1592.

Kerosene extract of—	Quantity of plant material extracted with 100 cc of kerosene Grams	House flies dead in—			House flies dead and down in—		
		1 day Percent	2 days Percent	3 days Percent	1 day Percent	2 days Percent	3 days Percent
Derris .....	20	40.0 ± 2.6	79.5 ± 1.8	91.4 ± 1.2	94.9 ± 0.6	95.5 ± 0.7	98.5 ± 0.5
Pyrethrum .....	20	83.5 ± 1.9	94.2 ± 1.9	85.0 ± 2.0	83.5 ± 1.9	84.2 ± 1.9	85.0 ± 2.0
Derris .....	5	35.7 ± 3.5	63.9 ± 2.5	81.2 ± 1.5	92.0 ± 1.0	95.9 ± 1.0	96.1 ± 0.7
Pyrethrum .....	5	38.6 ± 2.6	41.0 ± 2.8	42.1 ± 2.8	40.6 ± 2.7	42.0 ± 2.9	43.1 ± 2.8

soaked cotton were observed in both derris and pyrethrum cages. Flies that were crippled by derris were able to lay eggs.

If, as these tests indicate, an extract from 5 gm of derris may be as good as an extract from 20 gm of pyrethrum, a given weight of derris should yield a greater volume of effective extract than the same weight of pyrethrum. Further tests from a different angle strengthened this conclusion. Samples of derris and pyrethrum were extracted by percolation in the proportion of 2 pounds per gallon. A percolation of these macs was then made in the same proportion, using fresh kerosene. Seven series of tests were made of the second percolates. The second extract of derris was highly effective, an average of 92.0 per cent being dead and down at the end of 24 hours, whereas the second extract of pyrethrum had little effect, only 22.6 per cent being dead and down at the end of the same period.

#### Tests in Large Chambers

Kerosene percolates of the samples of pyrethrum and of derris were prepared in the proportion of one pound of 40-mesh powder per gallon of kerosene extract. The samples were macerated over night in kerosene, which was then allowed to percolate through them for a period of from 10 to 12 hours.

Through the kindness of W. S. Abbott, 15 pairs of tests were made by the writers at the Silver Spring, Md., laboratory of the Food and Drug Administration of the United States Department of Agriculture in a chamber somewhat similar to that described by Peet and Grady (2). Dead flies were counted at the end of 2 and 3 days as well as at the end of 24 hours. The average results, with the probable errors of the mean mortalities, are given in table 2.

Later the writers were invited by C. H. Peet to use the Peet-Grady method (2) at the plant of the Röhm and Haas Co., Bristol, Pa. The tests were repeated with the assistance of D. F. Murphy, using his house flies and equipment. Owing to the construction of the cages in which the sprayed flies were kept, only one mortality count could be made. The writers chose to make it at the end of three days. The average results of 15 pairs

of tests at Bristol are also given in table 2.

The results both at Silver Spring and at Bristol show that the extract of pyrethrum knocked down a larger percentage of the flies, but that the extract of derris killed a larger percentage.

#### Tests in Rooms

The kerosene extracts of derris and of pyrethrum that were used in the Peet-Grady tests were tested again in rooms. Almost all movable objects were taken out of two constant-temperature rooms (volume of each about 500 cu. ft.) leaving a sink and shelves in each room. The temperature-control apparatus and fans were retained and operated, maintaining a temperature of 81° F. About 400 young flies from one mixed lot were released in each room for each pair of tests. In all tests the pyrethrum extract was sprayed in one room and the derris extract immediately afterward in the other, or vice versa. Fifty cubic centimeters of liquid was sprayed in each room, about twice the dose per unit volume used in the large chambers.

The paint spray gun previously used in the laboratory tests was employed on an air line, using a pressure of 10 pounds per square inch while spraying. The very finely divided spray was directed at the ceiling, between the shelves, and under the sink. An attempt was made to reach all parts of the room in the short spraying period of less than 1 minute. The mist could be seen floating through the air for at least 30 minutes after spraying.

Two of the writers remained in the rooms for 10 minutes to observe the effects on the flies. The pyrethrum spray caused the flies to fall rapidly without much flying, nearly all being down in 10 minutes. The derris spray at first caused the flies to increase their activity. The rate of knockdown was slower than that caused by pyrethrum, but at the end of 10 minutes about 90 per cent of the flies were down. A few flies were still up at the end of one half hour. Milk-soaked cotton was placed in the four corners of each room before it was closed for the night. The next morning all flies down were picked up and placed in cages, in which the dead were separated from the living and counted. The cages were kept 24

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Table 2.—Average results of 15 pairs of tests against house flies, showing the relative effectiveness in large chambers of kerosene percolates of derris root No. 594-B and of pyrethrum flowers No. 1592, both extracted in the proportion of 1 pound per gallon.

Place	Kerosene extract of—	House flies down in 10 minutes Percent	House flies dead in—		
			1 day Percent	2 days Percent	3 days Percent
Silver Springs, Md.....	Derris	71.1	12.5 ± 1.4	*37.0 ± 2.5	**52.4 ± 2.8
	Pyrethrum	84.1	28.8 ± 1.7	*34.0 ± 1.9	**37.3 ± 2.4
Bristol, Pa.....	Derris	93.4	.....	.....	80.2 ± 1.4
	Pyrethrum	97.2	.....	.....	66.6 ± 1.6

\* Mean of 14 tests. One result discarded because of failure to replenish food.

\*\* Mean of 13 tests. Two results discarded for the same reason.

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Sold in Powder form and also in Liquid Extract form. Highly effective against rodents, but harmless to human beings and domestic animals.

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A product for use against fleas, lice and vermin. Contains Derris, Pyrethrum and other active ingredients. Non-poisonous.

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A Liquid Shampoo, ready for use on animals. Highly effective as a vermin killer; containing excellent cleansing properties.

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A Concentrated Agricultural Insecticide. Sold in semi-solid form, to be diluted with water at time of spraying. Sold in bulk for repackaging under your own brand.

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Our highly concentrated Pyrethrum Extracts are manufactured by a cold percolation process, which insures UNIFORMITY and does not impair the toxic value of the Pyrethrins. Keeps to a minimum the extraction of vegetable dye and inert matter, an important advantage from the standpoint of staining. Our Concentrates do not precipitate while standing.

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All-purpose non-poisonous Concentrates for use in electric vaporizing machines, odorless fly sprays, greenhouse clean-up sprays, and special insecticides for Dairy and Food Plants.

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WE offer a complete line of biologically tested PYRETHRUM PRODUCTS, guaranteed and supported by our years of experience (as one of the first Pyrethrum importers, millers, and manufacturers.)

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Made from high-testing grades of Dalmatian or Japanese Pyrethrum Flowers. Milling operations are conducted in our own plant. Our Powder is suitable for repackaging, as an ingredient in your own Powdered Insecticide or for the percolation method of extraction.

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# Status of Exterminator Code

By WILLIAM O. BUETTNER

*President, Natl. Assn. Exterminators & Fumigators*

**T**HE code as submitted by the national association for the Exterminating, Fumigating and Disinfecting Service Trade had its hearing on March 12th. The present status is that of final decision by the NRA to have included in the code certain amendments that were offered at the hearing. The principal changes requested were:

No. 1. *Article II—Definitions.* A definition is required as follows in view of proposal being made as to wages in Article IV:

"The term 'unskilled labor' as used herein includes any individual employed solely as watchman, deliveryman, and termite helper."

No. 2. *Article III. Hours.*—Section 1. Delete the following words:

"Than eight . . . period nor more."  
and the paragraph will then read as follows:

(1) No employee shall be permitted to work more than forty-four (44) hours in any one week, inclusive of travel time to job and from job to job, except as herein otherwise provided shall be paid one and one-half (1½) times the rate of pay per hour based on dividing the employee's normal weekly pay by forty-four (44). . . .

This change is obvious when one considers the difficulty of travel time and inability to stop promptly at the end of eight hours when an employee may have a little work to complete. The important factor is that a week shall not exceed 44 hours and if in absolute emergency more than 44 hours are required, overtime shall prevail.

No. 3. *Article III, Section 4.* Second line, cancel the period, and add ", except in case of a bonafide emergency."

No. 4. *Supplement to Article IV, Section 1.* The foregoing rates of pay, except as herein otherwise provided, shall prevail in all States and District of Columbia, except the State of Virginia, West Virginia, North Carolina, South Carolina, Georgia, Florida, Alabama, Tennessee, Kentucky, Oklahoma, Missouri, Kansas, Arkansas, Louisiana, Mississippi and Texas, which is designated as the "Southern Area."

No employee in the Southern Area, except as herein otherwise provided, shall be paid at less than the following rates per week:

Zone 1, \$13.00; Zone 2, \$16.00; Zone 3, \$14.50.

No office employee in the Southern Area shall be paid at less than the following rates per week:

Zone 1, \$13.00; Zone 2, \$12.50; Zone 3, \$12.00.

No. 5. *Article IV—Wages.* In section 4 of this Article, in the last sentence, the apprenticeship period shall be changed to read as follows:

"The apprenticeship period shall not exceed twelve months."

The reason for this change is felt necessary because of the impossibility of the employee to become sufficiently acquainted with the technique of the work and requirements.

No. 6. In Section 6 the entire second sentence: "These minimum rates of pay shall apply to common labor or totally unskilled labor" is to be deleted.

This is taken out because of a recommendation following on the matter of unskilled labor.

No. 7. The following is requested as another Section under this Article.

"No individual solely employed in unskilled labor shall be paid at less than 30 cents per hour."

No. 8. *Article VII—Trade Practices.* Rule 3, Contracts and Billing. On line two, after the word "must," the following words are to be added: "Be in written form and."

This change is asked to clarify this particular rule, the inserted words being self-explanatory.

No. 9. Add, so as to become Rule 11—"No employer shall be permitted to solicit business by advertising under two or more names for the purpose of deceiving or misleading purchasers in believing that they are two or more distinct and competitive companies."

No. 10. Add, so as to become Rule 12—"No member of the trade shall offer to exchange services in acceptance of a due bill of any form of commodity or service."

No. 11. To ask that the following provision be added to Rule 3. Article VII, Trade Practices, "It shall be unfair to tax or charge a tenant for any service for which the owner or his agent, has contracted for."

No. 12. Substitute for Rule 4 Article VII the following: "The Code Authority shall cause to be formulated an accounting system and methods of cost finding and/or estimating capable of use by all members of the industry. After such system and methods have been formulated, full details concerning them shall be made available to all members. Thereafter all members shall determine and/or estimate costs in accordance with the principles of such methods."—The advantages of this form of clause are two: (1) It is completely divorced from the selling-below-cost clause, and (2) it introduces the idea of cost estimating which is what some industries need rather than or in conjunction with, cost accounting.

\* \* \* \* \*

A brief has been filed to further substantiate the changes above requested as well as to refute certain statements made by three firms which objected mainly to hours and wages.

(Turn to Page 107)

# DEO-BASE

Reg. U. S. Pat. Off.

## No Kerosene Odor-

The time is close at hand when all liquid insecticides will have to be free from that tell-tale residual odor of kerosene. It is one of the greatest sales obstacles today. Eliminate it by using DEO-BASE—a petroleum oil refined to complete freedom from kerosene odor.

— • —

Liquid insecticides made with DEO-BASE find ready acceptance by housewives, the best hotels, dairies, bakeries, clubs, food markets . . . in fact, wherever the kerosene odor of ordinary sprays is found objectionable.

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DEO-BASE conforms in every detail with the specifications of the National Association of Insecticide & Disinfectant Manufacturers.

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# New York Exterminators Meet

**O**VER one hundred members and guests attended the annual meeting of the New York Society of Exterminators and Fumigators held at the Hotel New Yorker on March 26, and the banquet which followed the meeting in the evening. At the annual meeting, general discussion included the industry code, CWA rat project work, reports of committees, and changes in the constitution and by-laws. William O. Buettner of Oscar G. Buettner & Son, Brooklyn, was re-elected president for 1934-35. Henry D. Mahler of Mahler Exterminating Co., was chosen vice-president to succeed Melvin Horowitz of the Excelsior Exterminating Co. Irving H. Josephson of Josephson Disinfecting Co. and Frank Rausch of the Empire Exterminating Co. were re-elected secretary and treasurer respectively. Directors elected for three years were George Sanders of the Sanders Exterminating Co. and Milford H. Oachs of the Ozane Co. Other directors whose terms did not expire and who continue in office are: William A. Elliott of the Original Road Exterminating Co., Samuel La Blang of the Permo Exterminating Co., and Nathan N. Sameth of the Sameth Exterminating Co. Retiring directors were Leopold Philip of the Disinfecting and Exterminating Co. and Dr. Max Reiman of the Oriental Exterminating Co. N. K. Concannon was again chosen as executive secretary for the society.

At the banquet, the speakers included Dr. J. A. Traut-

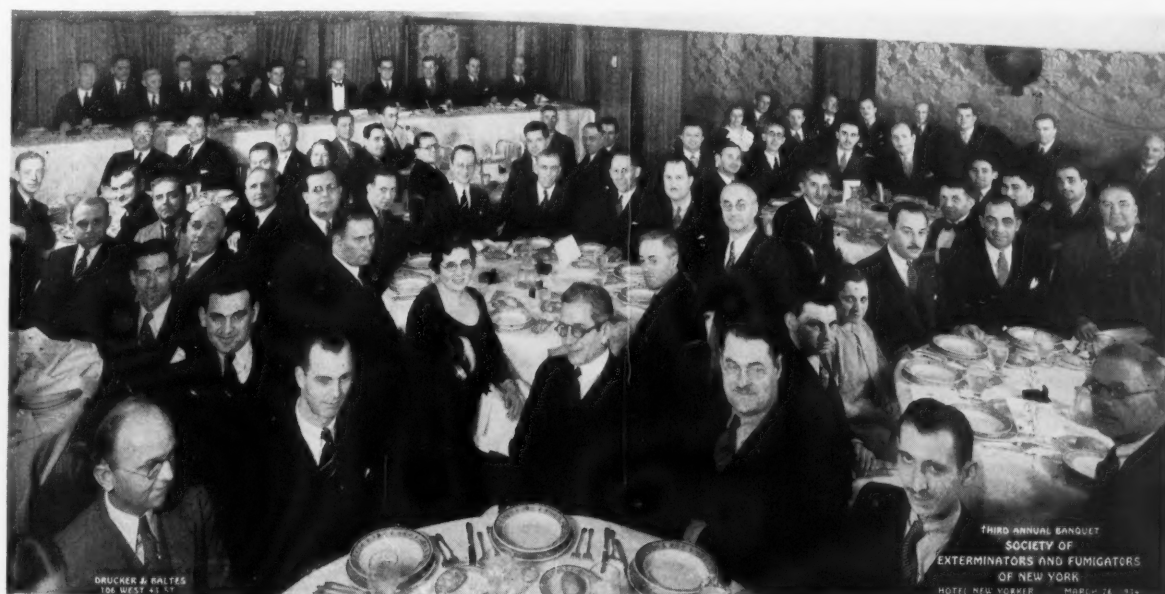
man of the U. S. Public Health Service, Dr. John Oberwager of the N. Y. Department of Health, Dr. Edward Bocker of the N. Y. Department of Health, D. J. Sullivan, chief health officer of the Jersey City Health Department, and Ernest M. Mills of the U. S. Biological Survey. Those in charge of arrangements for the meeting were M. H. Oachs, Frank Rausch, William Elliott, and N. K. Concannon.

Dr. Trautman spoke on diseases of man which are transmitted by rats and touched on rat control work. Dr. Bocker, who is secretary of the Fumigant Board of the N. Y. Health Department, spoke on the importance of the exterminating and fumigating industry as a public health factor in large cities. He classified exterminating in public health work in the same category as preventive medicine in the healing art. He outlined the insect borne diseases. He also issued a warning to terminators to keep abreast of the scientific advances of their industry or he said they would be eliminated as time went on. Dr. Oberwager, Sanitary Superintendent of the N. Y. Department of Health, told of the methods of examination and requirements of persons applying for permits as operators, and said that more stringent requirements were being set up as time went on. Mr. Sullivan outlined the proposed legislation in the State of New Jersey for exterminating and fumigating operators. He told of the lack of technical knowledge of most operators and the strong need for regulation. He also described how the CWA rat control work has been carried on in Jersey City.

William Buettner, the re-elected president, was presented at the close of the dinner with a handsome Hamilton wrist watch by the members of the society. Henry Mahler made the presentation.



William O. Buettner



DRUCKER & BATES  
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THIRD ANNUAL BANQUET  
SOCIETY OF  
EXTERMINATORS AND FUMIGATORS  
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HOTEL NEW YORKER MARCH 26, 1934

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## INSECTICIDE-DISINFECTANT CODE

(From Page 82)

the Code Authority shall proceed to gather cost data from such members, determined under such cost finding procedure, and when such cost data is ascertained the results shall be made known to members of the Industry and thereafter, subject to the approval of the Administrator, it shall be unfair competition to sell products of the Industry below the lowest reasonable cost so determined from such data.

Section 2. (a) Since it has been the recognized practice of the Industry to sell its products on the basis of printed net price lists, or price lists with discount sheets which are distributed to the trade, each member of the Industry shall, within ten days after the effective date, file with the Code Authority a net price list, or a price list and discount sheet, as the case may be, individually prepared by him, and the Code Authority shall immediately send copies thereof to all members of the Industry concerned.

Revised net price lists, or revised price lists with discount sheets, may be filed from time to time thereafter with the Code Authority by any member of the Industry, to become effective upon the date specified therein, but such revised price lists and discount sheets shall be filed with the Code Authority five days in advance of the effective date thereof, unless the Code Authority shall authorize a shorter period. Copies of revised price lists and discount sheets, with the effective date specified, shall immediately be sent to all members of the Industry concerned, who thereupon may file, if they so desire, revisions of their price lists and/or discount sheets, which shall become effective upon the date when the revised price list or discount sheet first filed shall go into effect.

(b) Such price lists and discount sheets shall definitely specify the prices, discounts and terms which shall apply in all sales except as otherwise herein provided.

(c) All quantity discounts shall be true quantity discounts, based on each sale, and sales shall not be accumulated for the

purpose of applying quantity discounts. No quantity discount shall be allowed on any order for insecticides amounting to less than \$45.00 except under conditions prescribed or approved by the Code Authority.

(d) No member of the Industry shall sell any products of the Industry at a price or prices lower than or upon terms or conditions more favorable than stated in his price schedule filed as hereinbefore provided.

(e) Nothing in Section 1 and 2 of this article shall be interpreted to prevent any sale in good faith of any products that any member of the Industry may be discontinuing in his line, or damaged goods or inventories which must be converted into cash to meet emergency needs, upon such terms and conditions and in such amounts as the Code Authority may approve.

SECTION 3. It shall be unfair competition for any member of the Industry to pay a buyer for a special advertising, merchandising or distribution service by such buyer except (a) in pursuance of a written contract made in good faith and explicitly defining the service to be rendered and the payment therefor, and (b) after such service is duly rendered and payment is reasonable. Such payment is reasonable in amount if in the case of a printed advertisement the payment does not exceed the actual cost of the advertisement, calculated on a lineage basis which shall not exceed the actual rate paid and shall not exceed the cost of advertising on a lineage basis as set forth in the current national rate and data book. In the case of circulars, window poster and/or similar printed matter, no allowance shall exceed the actual cost of printing. No such payment shall be made for a counter, shelf, floor, or window display, in excess of the regular rate established by the local window display service companies.

SECTION 4. It shall be unfair competition for any member of the Industry to use advertising (whether printed, radio, display or of any other nature) or other representation which is inaccurate in any material particular or in any way misrepresent any commodity, (including its use, trade-mark, grade, quality, quantity, origin, size, substance, character, nature, finish, material

(Turn to Page 99)

# NEWS FROM KAZ...

... an Improved INSECTOR!

... a New INSECTICIDE!!

U. S. Patents No. 1,628,784; 1,802,654;  
1,879,297; 1,927,316.

In addition to the exclusive safety features of the original KAZ INSECTOR, this improved INSECTOR has been so perfected as to make it the most efficient and economical sprayer for use with Concentrates. Fully protected by patents . . . which also protect you in use of new INSECTICIDE, described at right, above.

Both models fully automatic, equipped with improved KAZ electrodes and exclusive KAZ Safety Guard.

For complete details and prices, write

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No. 32—32 oz. capacity, 6 oz. Insecticide Jar

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## WEST ENJOINS USE OF "ZN"

West Disinfecting Co., New York, has secured a preliminary injunction in the United States District Court against Philip Nussbaum, doing business as French Chemical Necessities, New York, to restrain the defendant from the manufacture and sale of disinfectants under the mark "ZN" which the West company claims infringes their registered trade-mark "CN". The West company also claims that the defendant was marketing his product in bottles of the same size, shape and arrangement as "CN" and that it bore a yellow label similar in appearance to the West label. "CN" has been in use continuously as a trademark since 1899 and has been popularized at great expense and now enjoys a wide reputation for excellence, the plaintiff states. The product of the defendant is alleged to be of inferior quality to that of the West product.

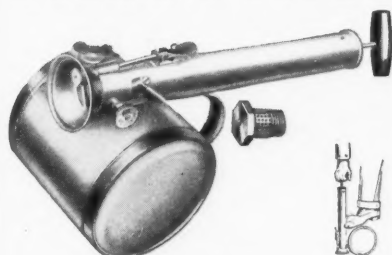
The injunction was granted upon the application of Levisohn, Niner, & Levisohn, attorneys for West. It provides in part that the defendant, Philip Nussbaum, is restrained during the pendency of the action from manufacturing, offering for sale or distributing, advertising or causing to be advertised any disinfectants with any simulation of the mark "CN", or causing to be used or using the mark "ZN" on a disinfectant, and that all business stationery, labels, and other material on which the mark "ZN" appears be discontinued in use.

## PLAN INSECTICIDE-DISINFECTANT MEETING

The twentieth annual mid-year meeting of the National Association of Insecticide and Disinfectant Manufacturers will be held at the Edgewater Beach Hotel, Chicago, on June 11 and 12. The meeting will be preceded by golf tournament and horse-back ride on Sunday, June 10, and a meeting of the Board of Governors at 8:00 P. M. on that day also. On Monday evening, June 11, there will be a bridge tournament in charge of A. L. van Ameringen. The golf tournament will be in charge of M. C. Goodrich. The mid-year banquet will be held on Tuesday evening, June 11. Grant A. Dorland will be in charge of general entertainment.

There will be four sessions of the general meeting on two days, followed probably by an open code meeting on Wednesday morning, June 13. The Association sessions will be closed to members. Among the speakers announced by J. L. Brenn and H. A. Nelson, in charge of the program, are the following: "Hiring and Training Salesmen" by R. O. Jackson of West Disinfecting Co.; "The Growing Importance of Floor Maintenance" by J. H. Lawson of the Federal Varnish Co.; "What the Raw Material Producer Can Do to Help Increase Sales" by George C. O'Brien of Hercules Powder Co.; "Containers as Related to Sales" by J. C. Bennett of Wilson & Bennett Manufacturing Co.; "Perfume Odors and Sales" by P. C. Magnus of Magnus, Mabee & Reynard, Inc.; "The Question of Credits" by Brace Bennitt of the Na-

## DOBBINS SUPERBILT SPRAYERS AND DUSTERS



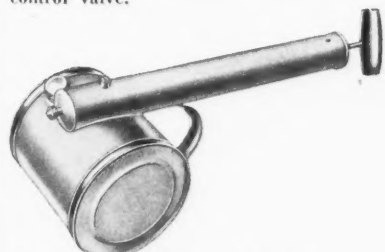
No. 35 3-Quart Capacity  
No. 30 1½-Gallon Capacity  
High pressure Chemical Sprayers with  
"Controlled Atomization" through air  
control valve.



No. 140 3-oz. Capacity

A popular pattern from our long line of  
Dusters.

A complete "Superbilt" line  
of Sprayers and Dusters  
available for quick ship-  
ment.



No. 33G 3-Quart Capacity  
A large capacity forceful "Continuous"  
Sprayer.

Write for our new  
catalog and price list.



No. 710 10-oz. Capacity

A popular Tin Atomizer, nicely litho-  
graphed.



No. 28G 3¾-Gallon  
Capacity

A high pressure Com-  
pressed Air Sprayer with  
Universal nozzle and  
power grip pump handle.



No. 720 3¼-oz. ca-  
pacity. A household  
Sprayer with glass  
container.

**DOBBINS MANUFACTURING COMPANY**  
NORTH ST. PAUL, MINN. PORTLAND, ORE.

# ROTENALL

A standardized rotenone powder of guaranteed potency.  
Why experiment?

Because of its high killing power and non-poisonous nature, rotenone appears to be the nearest approach to the ideal insecticide yet discovered. We urge all progressive manufacturers and distributors to write to the Insecticide Division of the Department of Agriculture at Washington for an impartial opinion of rotenone dust as an agricultural and household insecticide.

Although every step in its manufacture is under precise, scientific control, ROTENALL costs no more than ordinary, "run-of-the-mill" rotenone powders.

We specialize in rotenone products and are in a position to furnish authoritative information regarding their use.

**CYRUS WARD & CO., Ltd.,**

305 EAST 47TH ST.

NEW YORK

ROTENALL

ROTOXINE

ROTOXINALL

PYROTONE

tional Association of Credit Men; "Direct Mail Advertising" by Homer J. Buckley of Buckley, Dement & Co.; "Engineering & Sales" by George T. Trundle, Jr., of Trundle Engineering Co.; "Bacteriological Data and Selling" by Dr. H. D. Pease of Pease Laboratories; "Advantage of Cooperation Between Research and Selling" by Dr. Foster D. Snell.

Luncheons will be served daily for the two days of the meeting. Registration fee for the entire meeting will be fifteen dollars per person. General hotel arrangements are in charge of John Powell, treasurer. The general convention committee is headed by H. W. Hamilton.

#### INSECTICIDES AT FLOWER SHOW

A number of insecticide manufacturers were represented with displays at the annual Flower Show, held at the Grand Central Palace, New York, during the week of March 19 to 24. Among the manufacturers represented were the following:

C. B. DOLGE CO., WESTPORT, CONN.—Showed line of garden insecticides, weed killers, ant and mouse poisons, flea powders, and various disinfectants and deodorants.

ANDREW WILSON, INC., SPRINGFIELD, N. J.—Display of Wilson's O.K. plant spray among other products. Also showed book "Insects and Their Control" by Andrew Wilson.

MECHLING BROTHERS CHEMICAL CO., PHILADELPHIA—Showed line of insecticides and sprays, and distributed samples of literature on Mechling's derris-pyrethrum plant spray. Also spraying chart.

HAMMOND PAINT & CHEMICAL CO., BEACON, N. Y.—Displayed new Hammond Liquid Slug Shot, a pyrethrum-derris plant spray. Also showed original Slug Shot, and various rotenone dusts, nicotine products, and others.

FOODNDRINK COMPANY, BOSTON—Showed new hose nozzle and cartridge of whale oil-nicotine for use as insecticide with garden hose. Also similar type line of fertilizers for lawns, etc.

GOULARD & OLENA, INC., NEW YORK—Displayed line of garden and household insecticides, plant foods, disinfectants, etc.

TANGLEFOOT COMPANY, GRAND RAPIDS, MICH.—Showed new Tanglefoot pyrethrum concentrate plant spray, also Tree Tanglefoot.

CALIFORNIA SPRAY CHEMICAL CORP., BERKELEY, CAL.—Displayed Garden Volck, a nicotine, oil, soap insecticide concentrate for general garden use.


SOILICIDE LABORATORIES, UPPER MONTCLAIR, N. J.—Display of metal thallium sulfate ant traps.

The Agricultural Insecticide and Fungicide Association has proposed that the code for this industry be made a division of the Chemical Manufacturing Industry Code. The divisional code, as proposed, carries its own definitions and fair trade practices, but the labor provisions have been taken over from the master code.

# HUDSON

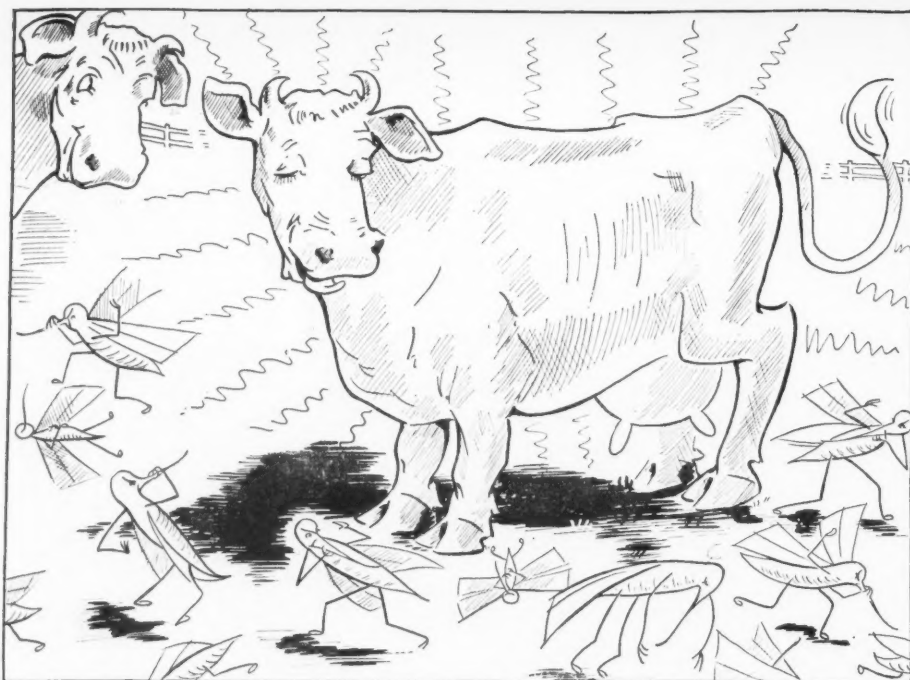
## Sprayers

By the time you read this, a new Hudson catalog will be ready for mailing. It offers new ammunition for insecticide manufacturers . . . new types of sprayers for your 1934 sales program



Write for your copy now.

**H. D. HUDSON MFG. CO.**  
599 E. ILLINOIS ST., CHICAGO



## BUGS DON'T LIKE BOSSIE since she uses this new perfume!

The first duty of a cattle spray is to kill . . . pyrethrum extract does this . . . but the efficient spray should also contain a repellant with a lasting odor. Aside from the killing agent, you can prolong the effectiveness of your spray by adding

### NEWPORT HEAVY WHITE PINE OIL

This pine oil contains a greater proportion of those constituents of the most persistent odor. Samples of NEWPORT HEAVY WHITE PINE OIL will be gladly sent on request.

Producers also of Newport Steam Distilled  
Rosins, Turpentine and Dipentene.

## GENERAL NAVAL STORES COMPANY, INC.

Address Main Office: 230 Park Avenue, New York City



Plants: De Quincy, La.; Pensacola, Fla.; Bay Minette, Ala.

#### AMEND INSECTICIDE MAILING RULES

Postmaster General James A. Farley issued two new amendments to the Postal Laws and Regulations on March 16. Paragraph 4 of section 590, is amended by adding the following subparagraph (f): Insecticides, fungicides, and germicides, when accepted for mailing must be in inside containers of metal, glass, or fiber cans or boxes and in outside containers of metal, wood, or fiber board, tightly closed and securely fastened. When in liquid form, the inside container must not only be surrounding with sufficient absorbent material to absorb all the liquid should the container be broken but packed in cushioning material. (Excelsior is not considered an absorbent.) When in solid or powdered form, the inside container must be surrounded with cushioning material.

Paragraph 4 of section 588, is amended by adding the following as paragraph 4 (aa): Insecticides, fungicides, and germicides not outwardly or of their own force dangerous or injurious to life, health or property, and not in themselves unmailable (see secs. 569 and 598) shall be admitted to the mails for transmission in the domestic mails when securely packed for safe transmission: Provided, that the container of the article mailed is plainly labeled to show its contents, is also marked "poisonous composition," and bears the label or superscription of the manufacturer thereof.

#### ELECT TWO TO EXTERMINATOR BOARD

To represent the west coast on the Board of Directors of the National Association of Exterminators and Fumigators, the following have been unanimously elected: Wallace B. Tanner, California Termite Control Co., Inc., 6001 Sunset Blvd., Los Angeles, Cal.; Franklin W. Harper, Termite & Insecticide Laboratories, 4911 Castle Blvd., Montrose, Cal.

The early part of October has definitely been set for the annual convention which this year will be held at St. Louis, Missouri. A committee to represent the Board of Directors will assist the local society at St. Louis to conduct the convention. This committee is composed of Thomas C. Raley, St. Louis, Chairman; Martin Meyer, Philadelphia; C. Norman Dold, Chicago; Franklin W. Harper, Montrose, Cal.; H. O. Abel, Dallas, Texas.

Lehn & Fink, Inc., Bloomfield, N. J., have announced that they are working on a plan for nation-wide stabilization of prices on "Pebeco" tooth paste, "Lysol" and "Hinds Honey and Almond Cream." It is reported that 19c and 39c levels will be suggested for the two sizes of "Pebeco," with the same figures applying on "Hinds Honey and Almond Cream." On "Lysol" slightly higher prices are forecast—23c, 43c and 93c.

McKesson & Robbins, Inc., showed a net profit of \$304,249 during 1933, comparing with a net loss of \$921,642 in the previous year. Sales aggregated \$104,961,034 in 1933, which was an increase of \$733,903 over those for 1932 when the total was \$104,227,131.

**QUICKLY  
AVAILABLE**  
*from*  
**12 Convenient  
Plants**



CRESYLIC ACID  
CRESOL  
CRESOL U.S.P.  
XYLENOL  
TAR ACID OILS  
NAPHTHALENE

*for the Soap and  
disinfectant industry*

**REILLY**  
**TAR & CHEMICAL CORPORATION**

MERCHANTS BANK BUILDING • • INDIANAPOLIS, IND.  
SEATTLE, WASH. • PROVO, UTAH • MINNEAPOLIS, MINN. • CHICAGO, ILL. •  
GRANITE CITY, ILL. • INDIANAPOLIS, IND. • DOVER, OHIO • FAIRMONT, W. VA.  
• NEWARK, N. J. • NORFOLK, VA. • CHATTANOOGA, TENN. • MOBILE, ALA.

## DISINFECTANTS

**Coal-Tar  
Pine Oil  
Cresol**

*We also wish to call your attention  
to our new line of*

### Floor Maintenance Materials

**Lusterize**—A water-emulsion wax which dries hard and glossy without rubbing. Waterproof, odorless, and conforming to all specifications.

**All Brite**—A high-grade neutral floor soap made especially for cleaning linoleum, rubber and asphalt tile.

**Supersan Pine Floor Soap**—For general floor scrubbing on terrazzo, tile, wood, and other types where a stronger cleansing action is desired.

**Supersan Paste Wax**—A superior solvent wax.

**Supersan Liquid Polishing Wax**—Gives harder and glossier finishes than you have seen heretofore.

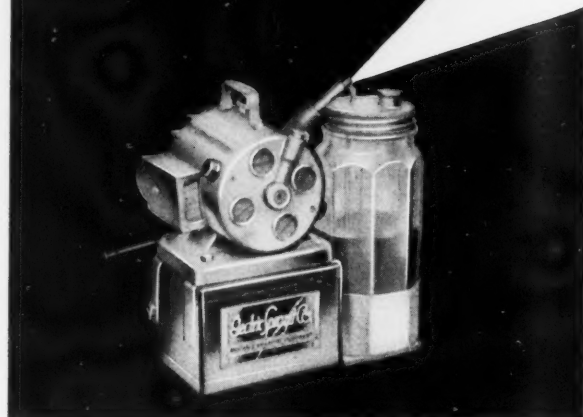
*Let us send you samples and full information*

**CHEMICAL  
COMPOUNDING  
CORPORATION**

262 Huron St.,

Brooklyn, N. Y.

## THE SPRAYIT SANITATOR



### A Motor Driven Sprayer in the Price Range of a Steam Type Unit

The minute you plug in the Sprayit Sanitizer it starts a war on insect pests. No waiting for water to boil, no salt to guess about, no small insecticide bottle to require constant refilling.

The Sprayit Sanitizer applies either standard bulk or the more concentrated insecticides, applying them in finely atomized cloud-like fumes that permeate every crack and crevice. Holds a quart of insecticide. Operates on less than half the current required for a steam vaporizer. The Sprayit Sanitizer will give you a nice resale profit and increase your insecticide sales. Write for new low prices today.



**Sprayit  
Hand Sprayers**

Sprayit offers a complete line of hand and power sprayers, including the Chemical Sprayer illustrated. Write for circular and price sheet.

**SPRAYIT**

South Bend  
Indiana

## INSECTICIDE-DISINFECTANT CODE

(From Page 91)

content or preparation), credit terms, values, policies, services, or the nature or form of the business conducted.

Section 5. It shall be unfair to exchange his merchandise of the Industry to exchange or offer to exchange his merchandise for the merchandise of another member of the Industry, or for any other merchandise other than that of similar ingredient or name.

Section 6. Requiring a buyer to purchase one product of the Industry to influence or force the sale of another product of the Industry, or any substitution of a product for one that is ordered by the buyer, without his consent or approval, or the imposing on the buyer of any unjust or uneconomic term or condition of sale, is unfair competition; however, nothing in this section shall be deemed to prevent the sale of combination packages of products of the Industry and special service appliances therefor.

Section 7. It shall be unfair competition for any member of the Industry to sell, or offer to sell, products of this Industry on the basis of guaranteed sales, or any bill-back or charge-back arrangement whatsoever.

Section 8. No member of the Industry shall ship goods on consignment except under circumstances to be defined by the Code Authority where peculiar circumstances of the Industry may require the practice.

Section 9. Furnishing special containers, preparing special formulae for individual buyers or consignees, or using special ingredients in standard formulae, as an inducement to the making of a contract and/or sale, without adequate charge therefor, is unfair competition.

Section 10. No member of the Industry shall give, permit to be given, or directly offer to give, any thing of value for the purpose of influencing or rewarding the action of any employee, agent or representative of another in relation to the business of the employer of such employee, the principal of such agent or the represented party, without the knowledge of such employer,

principal or party. This provision shall not be construed to prohibit free and general distribution of articles commonly used for advertising except so far as such articles are actually used for commercial bribery as hereinabove defined.

Section 11. The sale or offering for sale of any liquid household insecticides, for use against flies, below the "minimum standard" as defined in this Code, or of any Pyrethrum products below the standards defined by the United States Department of Agriculture, is unfair competition.

Section 12. No member of the Industry shall use advertising or other representation which refers inaccurately in any material particular to any competitors or their commodities, prices, values, credit terms, policies, or services.

Section 13. The dating of an invoice other than the date of the shipment, and the withholding from, or inserting in the invoice, facts which make the invoice a false record, wholly or in part of the transaction represented on the face thereof, is unfair competition, however, June 1st dating may be allowed on all shipments from January 1st to June 1st.

Section 14. The payment or allowance of secret rebates, refunds, credits, unearned discounts, or other special concessions or allowances, including donations or gifts of any nature, whether in the form of money, free goods, or otherwise, is unfair competition.

Section 15. Allowing terms of payment more favorable than 2 per cent cash discount 10th proximo or more favorable than net 30th proximo, is unfair competition; however, members of the Industry may make special terms to public or semi-public institutions.

Section 16. No member of the Industry shall maliciously attempt to induce the breach of an existing contract between a competitor and his employee or customer or source of supply; nor shall any such member maliciously interfere with or obstruct the performance of such contractual duties or services.

Section 17. Imitating or simulating any design, label or trade name used by any other members of the Industry is unfair competition.

Section 18. It shall be an unfair trade practice to so alter the

# "SERRID" PRODUCTS of DERRIS ROOT

### For Fly Sprays

#### "SERRID" DOUBLE X

A combination Rotenone pyrethrum oil concentrate that will stay in solution,—a decided improvement in the field. Sold on a kill basis as high as 85%. With this base manufacturers may improve their product and lower their costs.

### For Agricultural Sprays

#### "SERRID" SUPERSPRAY

A finished concentrated liquid plant spray sold in bulk for re-packaging. Highly effective against mealy bug and red spider. Tested and proven by prominent entomologists.

A complete range of Derris products uniform as to qualities, standardized as to Rotenone content, and sold on this basis. Available in large quantities to manufacturers of insecticides.

## DERRIS, Inc.

79 WALL STREET, NEW YORK



Powdered Root, standardized, is most effective in household powders. For protection of vegetable and fruit crops, powdered Derris Root is not only efficacious but leaves no poisonous residue.

*Perfumes For*

## PARADICHLORBENZENE NAPHTHALENE

Specially prepared for perfuming these popular products. We can also supply individual odors for your own use.

**A few popular types:**

American Thistle No. 1010.....	\$2.25
Forest Bouquet No. 42.....	4.00
New Mown Hay No. 319.....	2.75
Oriental No. 88-A.....	2.50
Rose No. 310.....	2.50
Trefle No. 619.....	2.85
Violet No. 611.....	3.10
Wild Flowers No. 5300.....	1.75

*Prices quoted with or without color.*



## P. R. DREYER INC.

12 E. 12th Street

New York

*"It's the Odor that Sells the Product"*

physical characteristics of any advertised or guaranteed product of the Industry for the purpose of resale thereof in such a way that the effect of such alteration is to deceive and/or mislead the purchaser thereof as to the kind, quality, character, or effectiveness of such product.

Section 19. A tar disinfectant or pine disinfectant, or mixture of both, shall bear a label containing a plain, conspicuous, correct and definite statement of the Bacillus typhosis phenol coefficient thereof, as determined by the methods prescribed and promulgated by the Secretary of Agriculture. No phenol coefficient shall be required upon a label or accompanying printed matter of other than tar disinfectants or pine disinfectants, or mixture of both, but may be permitted on disinfectants or germicides other than tar disinfectants or pine disinfectants under such rules and regulations as may be promulgated by the Secretary of Agriculture. Any violation of the provisions of this section is unfair competition.

#### Article VIII—Export Trade

Section 1. No provision of this Code relating to prices or terms of selling, shipping, or marketing shall apply to sales or shipments for export trade.

Section 2. Subject to the approval of the Code Authority, the exceptions established by this article shall apply also to sales or shipments of materials actually used in manufacture for export trade.

#### Article IX—Modifications

Section 1. As required by Section 10 (b) of Title I of the Act, the President may, from time to time, cancel or modify any order, approval, license, rule, or regulation issued under said Title.

Section 2. This Code, except as to provisions required by the Act, may be modified on the basis of experience or change in circumstances, such modification to be based upon application by the Code Authority or other interested parties, to the Administrator after such notice and hearing as he shall specify, and become effective upon his approval.

#### Article X—Monopolies

No provision of this Code shall be so applied as to permit monopolies or monopolistic practices, or to eliminate, oppress, or discriminate against small enterprises.

#### Article XI—Effective Date

This Code shall become effective on the eleventh day after its approval by the President.

#### ISSUE BOOKLET ON FUMIGANT

Michigan Alkali Company, New York, has just issued a new booklet describing the general principles of fumigation and the use of its "Malium" gas. The new product is described as a clean, non-inflammable gas with no unpleasant or persistent odor. It is said that it can be used with complete safety, for example single rooms can be treated without disturbing occupants in adjoining rooms or other parts of the building. Copies of the booklet may be obtained by addressing Michigan Alkali Co. at 10 East 40th Street, New York, mentioning the name of *Soap*.

Exterminating Materials Co., New York, have been appointed distributors to the exterminating and fumigating service trades for Malium, the new non-poisonous fumigant of the Michigan Alkali Co. The product is recommended for use against insect infestations in foodstuff plants, warehouses, and homes.

A. S. Hickerson of the Edgar A. Murray Co., Detroit, died on March 26 at the home of his son, Sanford B. Hickerson, at Baytown, Texas, of pneumonia. Mr. Hickerson was seventy years old and has been known for many years in the disinfectant and insecticide industry.

*Barrett  
Standard*

## CHEMICALS

Barrett Standard Chemicals are produced to strict specifications under rigid scientific control. The result is uniformly dependable, high-quality products.

A competent Barrett Technical Staff will gladly assist you in production problems involving the use of Barrett Standard Chemicals. Phone, wire or write.



#### BARRETT STANDARD CHEMICALS

PHENOL (Natural)

U. S. P. 39.5° M. Pt. and 40° M. Pt.

Technical 39° M. Pt.

Technical 82-84% and 90-92%

CRESOL

U. S. P., Meta Para, Ortho, Special Fractions.

CRESYLIC ACID

99% Straw Color and 95% Dark.

XYLENOLS

TAR ACID OILS

NAPHTHALENE

Crude, Refined Chipped, Flake and Ball.

PYRIDINE

Refined, Denaturing and Commercial.

HYDROCARBON OIL . . . BENZOL . . .

TOLUOL . . . XYLOL . . . SOLVENT

NAPHTHA . . . HI-FLASH NAPHTHA



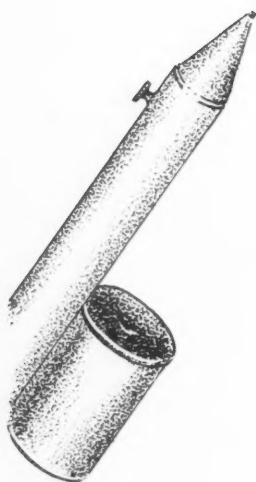
THE BARRETT COMPANY

40 RECTOR ST.

NEW YORK, N. Y.

# FRAGRANCE

## the human side of insecticide



### DEODORANTS

Neutroleum Alpha  
Neutroleum Gamma  
Pyrodene Deodorant



Modern insecticides are made with a thought for the "man behind the gun." They spray death to insects but cause no unpleasantness to humans . . . for modern insecticides are prepared with Fritzsche's DEODORANTS and PERFUMES. The ugly smell of kerosene or petroleum distillate is effectively neutralized by the deodorant and in its place is substituted a lovely fragrance by the perfume.

These recently developed preparations, the results of years of experimentation by Fritzsche's own chemists, have increased the sales of all insecticides using them.

Complete details regarding methods of application on request.

*All are offered at extremely moderate prices.*



### PERFUMES

Orange Blossom  
Honeysuckle  
Cedar Pine  
Trefle



# FRITZSCHE BROTHERS INC.

Proprietors of  
Parfumeries de Seillans  
Seillans, France

118 W. Ohio Street  
Chicago

78-84 BEEKMAN ST.  
NEW YORK, N. Y.

Sole Agents in U. S. and  
Canada for  
Schimmel & Company  
Miltitz (nr. Leipzig)  
Germany

Fritzsche Brothers of  
Canada, Ltd.  
77-79 Jarvis St., Toronto

## DERRIS IN FLY SPRAY

(From Page 35)

hours longer for another mortality count. The insects still living were than chilled and counted. The active flies in the two rooms were knocked down by a pyrethrum spray and counted.

The average results of 6 tests, with the probable errors of the means, are given in table 3. In percentage of flies down overnight, derris was superior to pyrethrum. In percentage killed overnight pyrethrum was better than derris. In percentage killed after two days derris and pyrethrum were about equal. If the caged flies had been kept for a longer period mortality from derris finally would have exceeded mortality from pyrethrum. From a practical point of view, the flies down but living might be considered dead, for they were incapable of annoying man. If this view is taken the effect of derris can be considered superior to that of pyrethrum from the first day onward. The results of the room tests were similar to those obtained in the Peet-Grady chambers at Bristol, Pa.

Table 3.—Average results of six series of tests against house flies, showing the relative effectiveness in rooms of kerosene percolates of derris root No. 594-B and of pyrethrum flowers No. 1592, both extracted in the proportion of 1 pound per gallon.

Kerosene extract of—	House flies down overnight Percent	House flies dead overnight Percent	House flies dead in two days Percent
Derris.....	81.2±1.2	40.2±1.7	64.9±1.3
Pyrethrum.....	71.2±2.2	60.3±2.7	66.5±2.3

### Relative Value of Derris and Pyrethrum

The outstanding result of this investigation is the demonstration that, pound for pound, a good sample of derris root yielded a kerosene extract of greater lethal potency than did a good sample of pyrethrum. Kerosene extracts of derris seem to be superior to those of pyrethrum in several respects:

(1) A given weight of derris root is likely to yield a larger volume of effective kerosene extract than the same weight of pyrethrum flowers. Since the present cost per pound of the two ground plant materials is about the same, derris extracts should be the more economical. Further experiments are needed to determine the volume of effective extract that can be obtained from a unit weight of ground derris root in relation to its rotenone content and percentage of total extractives.

(2) Where it is possible to sweep up and destroy flies knocked down by a spray, kerosene extracts of pyrethrum would probably give better control than those of derris, but where flies are not, or cannot be, collected and destroyed, kerosene extracts of derris, because of their persistent effect, should give better control.

(3) Extracts of derris prepared with a colorless and almost odorless kerosene are practically colorless and odorless, whereas those of pyrethrum are deep yellow and when sprayed have the characteristic but not unpleasant pyrethrum odor. Sprays of kerosene extracts of derris, like those of pyrethrum, have no unpleasant or harmful effects on the operator.

Kerosene extract of pyrethrum have certain advantages over those of derris:

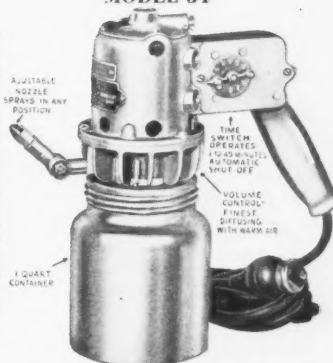
(1) Kerosene extracts of pyrethrum paralyze flies

## HERE IT IS!

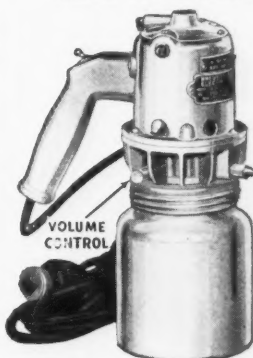
**AUTOMATIC—SAFE—TROUBLE FREE  
FINEST CONTROLLED ATOMIZATION  
WITH THE NEW  
TORNADO ELECTRIC SPRAYER**

MODEL 54

Here is the new sprayer you've been looking for. It features an automatic time switch set at any point from 1 to 45 minutes—sprays desired amount without any attention whatever—automatically shuts off. Can also be used for hand spraying. Adjustable nozzle can be set for spraying in any position. Also exclusive volume control adjustment permits spraying one ounce every two to four minutes with either fine or heavy spray. Don't fail to get the facts on this new type sprayer before buying.

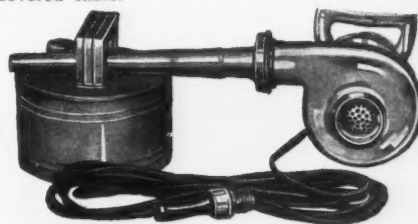


*Also Most Complete Line of Electric Sprayers to Enable You to Meet Every Spraying Problem*



Model 53 new Compressor Type unit with new adjustable volume control. Will break insecticide into finest mist and gas formation mechanically obtainable. Floats throughout spraying area for many minutes—a truly de luxe model! 1/8 H.P. G.E. Universal Motor. 1 quart metal container. 20' of rubber covered cable.

Model 50 Fan Type unit. A fine insecticide atomizer. Sprays distance of 8' to 10'. 1/8 H.P. G.E. Universal Motor, 1 pint glass jar. 20' of rubber covered cable.



Model 6 Fan Type unit. Will break insecticide into a very fine mist. Sprays 18' to 20'. 1/3 H.P. G.E. Universal Motor, Norma Ball Bearings, 1 gallon metal container. This model is for larger institutions, warehouses, industries, etc., and is also highly recommended for moth-proofing solutions. Write today for complete description and circulars.

**BREUER ELECTRIC MFG. CO.**

862 Blackhawk Street

Chicago, Ill.

*We do not sell insecticides. Our business is manufacturing sprayers.*



## The Modern Insecticide

**Uniform — Dependable — Quick**

Insecticide users have learned to demand a product which will act quickly, kill certainly and which shall be uniformly dependable. To satisfy this demand, a new type of insecticide has been developed which acts more quickly and kills more certainly than any natural product does. In addition, it is free from the inescapable variations of natural products.

### LETHANE 384

satisfies every insecticide requirement. It is safe and sure in its action. It kills more rapidly. Most important of all, it does not vary from lot to lot. Lack of uniformity will injure the reputation of your product more seriously than any other factor. Eliminate uncertainty. You can depend upon Lethane 384.

## Röhm & Haas Co., Inc.

222 West Washington Square, Philadelphia, Pa.

# TRADE BUILDERS

IMPERIAL  
FORMALDEHYDE  
SPRAY

MILL  
SPRAYS

DRIP  
FLUIDS

CHLORINE  
FORMALDEHYDE  
SPRAYS

#### DISINFECTANTS

COAL TAR DIPS AND DISINFECTANTS  
PINE OIL DISINFECTANTS  
PINE DISINFECTANT COMPOUND  
PINE ODOR DEODORANT

#### INSECTICIDES

LIQUID PHENOL INSECTICIDES  
HOUSEHOLD FLY AND INSECT SPRAY  
MOTH SPRAYS  
CATTLE AND LIVESTOCK SPRAYS

#### CLEANING COMPOUNDS

GARAGE FLOOR CLEANER  
TOILET BOWL CLEANERS  
PINE SCRUB SOAPS  
DRAIN PIPE OPENER

#### POLISHES

METAL POLISH  
CEDAR POLISH OIL  
RED FURNITURE POLISH  
FLOOR OIL



## THE CHEMICAL SUPPLY COMPANY

2450 CANAL ROAD  
CLEVELAND, OHIO

*Serving Exclusively the Jobbing Trade Since 1898*



more rapidly and completely than do those of derris. The former thus give quicker relief and have a good psychological effect on users who expect immediate results.

(2) In the kerosene extracts of derris used in this investigation precipitation of solids was noted when the extracts were kept in a refrigerator. The quantity of solids separating from chilled kerosene extracts of pyrethrum was apparently not so great. Tests by the writers showed that the precipitated solids of derris were the less effective part of the whole extract. The separation of solids from chilled extracts of derris is, therefore, considered a minor disadvantage. No attempt was made in the present investigations to compare the insecticidal stability of kerosene extracts of derris and of pyrethrum.

It is obvious that the best features of kerosene extracts of pyrethrum and of derris might be combined by mixing them.

### Summary

Comparable kerosene extracts of good samples of derris root and of pyrethrum flowers were tested against house flies in a small glass chamber, in Peet-Grady chambers, and in rooms. The pyrethrum extract were more effective in paralyzing flies, the derris extracts more effective in killing them. The relative merits of the two extracts are discussed. It is believed that kerosene extracts of derris have practical possibilities as house fly sprays.

### Literature Cited

- (1) Campbell, F. L. Sullivan, W. N., and Jones, H. A., 1933. Kerosene extracts of derris root as house fly sprays. I. Method and results of comparative laboratory tests of extracts of derris and of cubé roots. *Soap: illus.*
- (2) Peet, C. H., and Grady, A. G., 1928. Studies in insecticidal activity. I. Testing insecticides against flies. *Jour. Econ. Ent.* 21: 612-617.
- (3) Tattersfield, F., Hobson, R. P., and Gimingham, C. T., 1929. Pyrethrin I and II. Their insecticidal value and estimation in pyrethrum (*Chrysanthemum cinerariaefolium*). I. *Jour. Agr. Sci.* 19: 266-296, illus.

Insecticidal compositions having properties analagous to soaps are made by causing nicotine or tobacco oil bases or their salts to react with an inorganic ester of a long-chain aliphatic alcohol to give a quaternary ammonium salt or a mixture containing quaternary ammonium salts. Such a compound may be obtained by heating nicotine hydrochloride with dodecyl bromide. Imperial Chemical Industries, Ltd., French Patent No. 754,477.

Insecticidal powder is prepared by spraying a finely divided non-alkaline inert material such as talc or bentonite with a solution of the active principle of pyrethrum in a volatile solvent such as a light petroleum distillate. The solvent is evaporated while agitating the material at a suitable evaporating temperature. Amos E. Badertscher to McCormick & Co. United States Patent No. 1,940,899.

April, 1934



## COSTLY EXPERIMENTS

Costly Experiments are profit chokers. Modern day competition and modern day requirements demand the utmost in a perfume medium for your Fly Sprays and Insecticides.

A complete line of MM&R Perfume Oils for these purposes express tomorrow's thoughts today.

Increased use of completely deodorized Petroleum bases, suitable for replacing kerosene insecticides, permits the manufacturer a selection of more delicate and agreeable odors. We recommend:

**OIL ROSE BLANC MM&R**  
**OIL COLONIAL BOUQUET MM&R**  
**OIL PINE NEEDLE BOUQUET V. H. MM&R**  
**OIL NOVELTY BOUQUET "C" MM&R**  
**OIL BOUQUET L. G. MM&R**

Used in the proportion of 1 to 2 drams to the gallon, they will impart a delightful, flowery fragrance to your finished spray.

*We solicit your inquiries.*

**MAGNUS, MABEE & REYNARD, INC.**  
 32 Cliff St. New York

ESTABLISHED 1895

*Essential Oils*

*Aromatic Chemicals*



*Perfume Materials*

NINETEEN QUALIFIED SALES REPRESENTATIVES ACQUAINTED WITH YOUR NEEDS VISIT PRACTICALLY EVERY CITY IN THE UNITED STATES PERIODICALLY.



**KOPPERS**

**TAR ACIDS**

**CRESOL U.S.P**

**CRESYLIC ACID**

**98% to 100% • STRAW COLOR**

**TAR ACID OILS**

**PHENOLS**

**NEUTRAL**

**HYDROCARBON OIL**

**KOPPERS  
PRODUCTS  
COMPANY**

**1249 KOPPERS BUILDING  
PITTSBURGH, PA.**

## SPECIALTY SOAPS

### LIQUID SOAP BASE

Coco Oil—60%—Natural, Opal,  
Green

### LIQUID SOAPS

Coconut ..... 10% to 45%  
Olive Oil .... 10% to 30%

*Colored and Perfumed*

### SCRUBBING SOAPS

Pine, Sassafrass, Plain

### LIQUID SHAMPOOS

Coconut Oil .. 30% to 45%  
Olive Oil ..... 30%  
Castile ..... 30%

### POWDERED and GRANULATED SOAPS

Castile, U. S. P.  
Coco Castile 50-50  
Pure Coconut

### SOFT POTASH SOAPS

Light and Dark  
U. S. P. 9th and 10th

PHONE CUMBERLAND 6-2800  
**KRANICH SOAP CO.**  
54-60 RICHARDS ST. BROOKLYN, N.Y.

A composition suitable for use with water as a spray contains an insecticidal oleoresin of pyrethrum and an oil-soluble alkali metal salt of sulfonic acid material derived from petroleum. It may also contain soap, derris extract, etc. Dudley H. Grant to Standard Oil Development Company. United States Patent No. 1,940,646.

U. S. Antiseptic Laboratories, formerly located at 123 South Charles Street, Baltimore, has recently moved to 21 South Howard Street.

#### STATUS OF EXTERMINATOR CODE

(From Page 87)

The national association represented 381 firms at the hearing which included every section of the country. Among those who spoke on behalf of the code as amended were: Messrs. William O. Buettner, Sam Bogorad, Martin Meyer, H. K. Steckel, F. G. Hubbell, F. E. Bohman, Irving H. Josephson, William Elliott, B. W. Eldredge, N. K. Concannon, John Green, Gilbert M. Stover, Dr. Ernest D. Wilson, Mrs. H. Mendel.

Messrs. N. L. Fremed, Leopold Phillip and M. E. Sameth opposed the code mainly from the standpoint of hours and wages. Three employees: John O'Leary, Charles Burkart, and A. Bernstein requested that hours be reduced to 40 per week and minimum wages placed at no less than \$24 per week. It is expected that the code will be approved sometime during the month of April.

#### Legislation

**T**HE exterminating and fumigating industry finds itself constantly confronted with new legislation. Some of the legislative proposals are far from desirable in that all factors have not been considered; namely, the industry, manufacturer and consumers. To assist in matters of legislation a committee has been set up by The National Association of Exterminators and Fumigators, which is composed of: Dr. Ernest D. Wilson, New York, chairman; Messrs. H. K. Steckel, Columbus, Ohio; F. D. Hubbell, Baltimore, Md.; Newman B. Gregory, Houston, Texas; and Wallace B. Tanner, Los Angeles, Cal.

This Legislative Committee will have as its function the following:

(a) A model ordinance that will be the outcome of cooperation with the United States Public Health Service, local associations, local authorities in various cities and states and others who feel themselves affected.

(b) Aiding any groups confronted with definite problems.

(c) Basically to protect the legitimate fumigator and exterminator who knows his chemicals and how to use them against those who are careless and resort to cut-throat methods.

(d) To permit the legitimate fumigators and exterminators to use whatever fumigant is proving satisfactory as well as other chemicals so that no particular fumigant or chemical receives preference because of biased legislation that would tend to serve the selfish interests of any particular manufacturer.

# SHERWOOD'S DI=BUG KILLS

**DI-BUG PYRETHRUM EXTRACTS NO. 20 AND NO. 5** have exceptionally high pyrethrin content.

**DI-BUG STEAM-O-CIDE** is especially effective in steam and electric sprayers.

**DI-BUG CATTLE SPRAY**  
Effective and protective

**DI-BUG INSECTICIDE**  
Unperfumed and perfumed.  
(Sold in bulk to jobbers only)

**DI-BUG PYRETHRUM FLOWERS**, Whole, Granular, Fine Powdered.

*ALL PYRETHRUM LIQUIDS TESTED BY PEET-GRADY METHOD.*

**DI-BUG SPRAYSENE**  
A petroleum oil refined to practically complete freedom from kerosene odor.

## SHERWOOD

PETROLEUM COMPANY, INC.

Bush Terminal - - - Brooklyn, N. Y.

#### BRANCHES

Chicago, Ill.	Memphis, Tenn.
Detroit, Mich.	Atlanta, Ga.
Boston, Mass.	New Orleans, La.
Philadelphia, Pa.	Birmingham, Ala.

REFINERY—WARREN, PA.

## Good USED MACHINERY for SOAP MANUFACTURERS

H-A 1500, 3000, 4000, 5000 lbs. capacity. Steam Jacketed Crutchers.  
Dopp Steam Jacketed Crutchers, 1000, 1200, 1500 lbs. and 800 gals. capacity.  
Ralston Automatic Soap Presses.  
Scouring Soap Presses.  
2, 3, 4, 5 and 6 roll Granite Toilet Soap Mill.  
H-A 4 and 5 roll Steel Mills.  
H-A Automatic and Hand-Powered slabbers.  
Proctor & Schwartz Bar Soap Dryers.  
Blanchard No. 10-A and No. 14 Soap Powder Mills.  
J. H. Day Jaw Soap Crusher.  
H-A 6, 8, and 10 inch Single Screw Plodders.  
Allbright-Nell 10 inch Plodders.  
Steel Soap frames, all sizes.  
Steam Jacketed Soap Remelters.  
Automatic Soap Wrapping Machines.  
Glycerin Evaporators, Pumps.  
Proctor & Schwartz large roll Soap Chip Dryers complete.  
Doll Steam Jacketed Soap Crutchers, 1000, 2000 and 1350 lbs. capacity.  
Ralston and H-A Automatic Cutting Tables.  
Soap Dies for Foot and Automatic Presses.  
Broughton Soap Powder Mixers.  
Williams Crutcher and Pulverizer.

## Good USED MACHINERY for Sanitary Product Manufacturers

Empire State, Dopp & Crosby Para Presses.  
Filling and Weighing Machines for Flakes, Powders, etc.  
Sperry Cast Iron Square Filter Presses, 10, 12, 18, 24, 30 and 36 inch.  
Perrin 18 inch Filter Press with Jacketed Plates.  
Gedge-Gray Mixers, 25 to 6000 lbs. capacity, with and without Sifter Tops.  
Day Grinding and Sifting Machinery.  
Schultz-O'Neill Mills.  
Day Pony Mixers.  
Gardiner Sifter and Mixer.  
Day Talcum Powder Mixers.  
All types and sizes—Tanks and Kettles.  
National Filling and Weighing Machines.

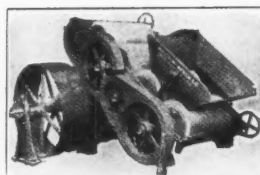
## New SOAP CRUTCHERS

This Newman brand new, all steel steam jacketed soap crutcher. Will crutch any kind of soap. We also build another crutcher especially adapted for laundry soap in addition to other new soap machinery such as frames, cutting tables, etc. Send for complete list.



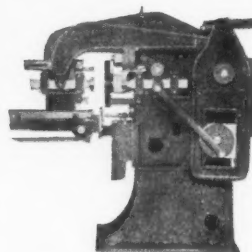
*All used equipment rebuilt in our own shops and guaranteed first class condition.*

## Used Specials!



### H-A SOAP MILL

This 4-roll granite toilet soap mill is in A-1 shape. Latest and largest size rolls.



**4 JONES AUTOMATIC** combination laundry and toilet soap presses. All complete and in perfect condition.

*Send us a list of your surplus equipment—we buy separate units or complete plants.*

## NEWMAN TALLOW & SOAP MACHINERY COMPANY

1051 W. 35th St.  
CHICAGO

*Our Forty Years Soap Experience Can Help Solve Your Problems*

## CLASSIFIED ADVERTISING

**Classified Advertising**—All classified advertisements will be charged for at the rate of ten cents per word, \$2.00 minimum, except those of individuals seeking employment where the rate is five cents per word, \$1.00 minimum. Address all replies to Classified Advertisements with Box Number, care of *Soap*, 136 Liberty St., New York.

**Note:** All advertisements must be in publisher's hands by the first of the month for that month's issue.

### Positions Wanted

**Soapmaker**—Well versed in the manufacture of all kinds of soaps, seeks new connection. Location immaterial. Address Box 347, care *Soap*.

**Position Wanted**—By reliable soapmaker with a broad knowledge of soapmaking and many years of practical experience. Address Box 348, care *Soap*.

**Chemical Engineer, Plant Superintendent**—Thoroughly and widely experienced in the manufacture and production of cold made and boiled soaps on large scale. Address Box 349, care *Soap*.

**Specialty Chemist**—Single, 41. Extensive plant and laboratory experience in the manufacture of potash soaps (automobile and liquid), disinfectants, insecticides, deodorants, cleansers, polishes, non-rubbing waxes, lubrication greases. Location immaterial. Address Box 344, care *Soap*.

**Salesman**—Experienced selling industrial chemicals, essential oil, crude drugs, flavors, soaps, janitor supplies, etc., wishes to represent manufacturer in the Kansas City territory or the southern states, have office and well financed. Address Box 340, care *Soap*.

**Production Manager**—Man with twelve years' experience with hand soapmaker. Had full charge of production and purchasing raw materials. Address Box 341, care *Soap*.

### Positions Open

**Manufacturer of concentrated agricultural insecticide** desires representatives in key cities throughout the U. S. and Canada. This is a real opportunity for men of the right calibre. Address Box 350, care *Soap*.

**Wanted**—Experienced soap maker for plant in New England. Must know manufacture of chips,

## SOAP MACHINERY

Every item shipped from our shops at Newark, N. J., is thoroughly overhauled and rebuilt before shipment.

### SPECIALS

- 1—Soap Chip Dryer, 1200 lb.
- 2—Dopp 650 gal. Steam Jacketed Kettles.
- 1—Dopp 1200 lb. Steam Jacketed Crutcher.
- 1—Hershey 1000 lb. Horizontal Jacketed Crutcher.
- 1—1000 lb. All Steel Soap Powder Mixer.
- 2—Holmes & Blanchard 24" and 36" 4 cage Disintegrators, for grinding soap powder—no screens, no plugging.

- 25—Soap Frames, 60"x45½"x14", with trucks.
- 6—Plodders, Houchin, Rutschman, 4", 4½" double screw, 6", 8", 10".
- 14—Filter Presses, 42"x42" to 12"x12".
- 8—Granite Mills, 3 and 4 roll, 12", 18" and 24".
- 15—Horizontal Mixers, Jacketed and Plain, 15 gal. to 1000 gal.

**MISCELLANEOUS**—Kettles, Mixers, Pony Mixers, Powder Fillers, Tube Fillers, Labelers, Soap Presses, Soap Wrappers, Tanks, Boilers, Pumps, etc.

*Send for Latest Bulletin.*

## CONSOLIDATED PRODUCTS COMPANY, INC.

15-21 Park Row, N. Y. C. BArlay 7-0600

We buy your idle Machinery—Single Items or entire plants.

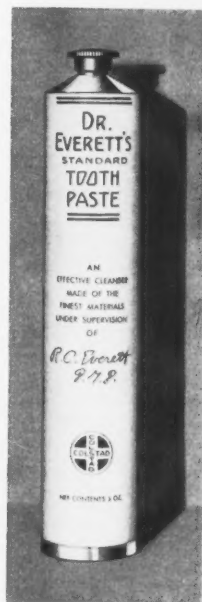
## COLLAPSIBLE TUBES

### OFFER YOU

1. New Consumer Interest
2. New Sales Opportunities
3. New Display Features

## For Your Cream & Paste Products

*Let us show you how effectively this can be done by*



**NATIONAL COLLAPSIBLE TUBE CO.**  
PROVIDENCE RHODE ISLAND

New York Office—341 Madison Ave., Telephone Murray Hill 2-1626

# found money

If you are not using Vioflor you are throwing away 40% to 70% of your cost for perfuming insecticides, naphthas, polishes, inks, para-blocks, etc . . . .

*Without changing the odor effect now in your product!*

It takes but a few minutes to demonstrate this.

*Allow us to submit samples and further details.*

Manufactured by CREPIN & DOUMIN, Ltd.,  
London, England

Sold in the United States and Canada by

**JOHN POWELL & CO., Inc.**

114 East 32nd Street :: :: New York, N. Y.

## F. & S.

Quality Colors  
for  
**TOILET SOAPS**  
**LIQUID SOAPS**  
**TOILET PREPARATIONS**

Long experience enables us to produce colors for all types of soaps.

If you have a shade you want matched send us a sample. We have complete facilities for matching.

Liquid soap colors a specialty—send for samples of F. & S. greens and ambers.

**FEZANDIE & SPERRLE, Inc.**

205 FULTON STREET

NEW YORK, N. Y.

Import—Manufacture—Export

UNIFORM  
FREE FLOWING  
READILY SOLUBLE  
CRYSTALLINE OR GLOBULAR  
TRI SODIUM PHOSPHATE

**SWANN CHEMICAL COMPANY**  
BIRMINGHAM  
Division of  
THE SWANN CORPORATION  
District Offices

Charlotte  
Cleveland

New York

Dallas  
St. Louis

## ANT **Lethelin** BAIT JELLY

**LETHELIN JELLY** is a clean odorless ANT-BAIT which is deadly against ant infestations. Effective where other products fail. Wipes out the nests, completely eradicating colonies. Economical to use, indoors or out. For house ants, golf greens, lawns, greenhouses, etc. A stable jelly which will not melt in the sun or at ordinary temperatures. Lethelin Jelly is harmless to vegetation when used properly.

Lethelin Jelly is packed in three sizes of tubes, 1/2 oz., 1 1/2 oz., and 6 1/2 oz. and also in 5 lb. cans. The small tubes are designed to sell retail at 25c and 50c. The large tubes for exterminators' use, and estates, golf clubs, etc., retail at \$1.75. The 5 lb. can retails at \$10.00.

### For the Jobber—

Lethelin Jelly is a profitable item for resale to stores, clubs, florists, etc., to build repeat orders.

### For Exterminators—

Lethelin Jelly is an effective, handy product to use. Certain and economical. Try it once—you'll use it always.

**LETHELIN PRODUCTS CO.**

Wright Bldg.

Manhasset, N. Y.

textile and potash soaps. Give full record and salary expected in letter. Address Box 334, care *Soap*.

**Wanted**—Superintendent for old established laundry and toilet soap plant. Must possess executive ability with knowledge of soap business. Send complete information as to past record. All inquiries treated strictly confidential. Address Box 335, care *Soap*.

**Representatives wanted** to sell Harris Roach Tabs, a new non-poisonous type of cockroach and waterbug exterminator. A big demand. P. F. Harris, 214 Victor Bldg., 724 Ninth St., N. W., Washington, D. C.

### Miscellaneous

**Want to sell** interest in Soap Factory to some one familiar in the sale and manufacture of soaps and cleaning compounds. Address Box 345, care *Soap*.

**Wanted**—Small soap business, or tanks, filling machines, etc. Also names of company who manufactures Ski-Hi, Top-Notch, Cow Boy and Kazoo soaps. Address Box 342, care *Soap*.

**For Sale**—Alsop Portable Hy-SpeDed Vacuum Electric Bottle Filler. Never used. Fills three 8-

## PERFECT UNIFORMITY

—GALLON AFTER GALLON  
WITH

### Hy-Speed Mixers

FAST • ECONOMICAL  
THOROUGH • RUGGED

The importance of turning out your product consistently uniform day after day cannot be overestimated. And the part that the HY-SPEED mixer plays in maintaining that perfect uniformity has become most widely recognized.

HY-SPEED mixers are designed after rigid scientific principles. Hence they produce a more thorough mix at a minimum cost. They are built in all sizes, styles and models from 1/10 H.P. to 20 H.P., for tanks of 5 to 50,000 gallons capacity. These mixers produce the exact type of mix required—mild, moderate, or very turbulent.

A free trial will convince you.

a size and model for any mixing job

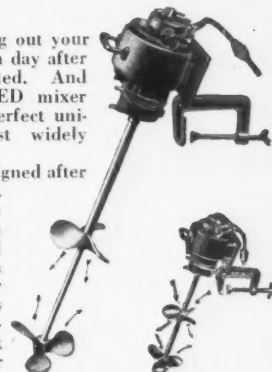
Write for complete catalog.

**ALSOP** ENGINEERING CORPORATION

39 W. 60th St.

New York City

Mfrs. of disc filters, mixers, bottle fillers, glass coated tanks, etc.



## WOOL GREASE

ARLINGTON MILLS BRAND

for manufacturers of

**TEXTILE SOAP  
LEATHER SOAP  
SPECIALTIES**

"Arlington Mills" WOOL GREASE is the ideal low cost raw material for use in the manufacture of textile and leather soaps, oils and specialties. We are now offering a product of exceptional merit, free from sulfur and of low moisture and ash content. May we figure on your requirements?

**W. L. MONTGOMERY & CO., Inc.**  
89 BEACH STREET BOSTON, MASS.

for your paste products  
**A REMOVABLE HEAD DRUM**



A Trageser removable head drum is the ideal container for any of your bulk paste products—auto soaps, soft soap bases, polishes, textile specialties, fats, greases, etc. The head comes off quickly and makes the container easy to handle.

Trageser drums are built to last. Send for new low prices on 30, 55 and 110 gallon sizes.

**JOHN TRAGESER STEAM COPPER WORKS**  
Grand Avenue. Maspeth, L. I., N. Y.

PULaski 5-7700

# GARNET

*The Largest Manufacturers of  
Sanitary Appliances—Since 1899*



Style #1  
12 ounce  
capacity

## NUMBER ONE LIQUID SOAP DISPENSER

Low in price, popular from coast to coast. Interchangeable, Removable Bulb and Valve. Automatic plunger type. 12 ounce capacity. All metal parts are made of brass with heavy nickel finish.

Send For Our  
Catalogue  
and Price List

## GARNET "UNIVERSAL" AUTOMATIC DRIP MACHINES

One quart capacity, made of heavy metal, neat in design. White enamel. Nickel or Oxidize finish. Complete ready to install.

### WE ALSO MANUFACTURE

"Universal" Floor Oils, Flush Tank Automatic Disinfectors, Block Containers, Deodorizing Blocks, Crystals, and the famous "MAC MOPS."



FINISH  
OXIDIZE OR NICKEL PLATE

**Garnet Chemical Corp.**

911-25 North Lumber Street

Dept. K

Allentown, Penna.

# ERTEL MIXERS AND MIXING TANKS



Ertel glass-lined tanks are built in sizes from 15 to 350 gallons. Being acid resistant, they are most suitable for use in the manufacture of soap.

*Manufacturers of:*

Asbestos Disk Filters, Asbestos Filter Sheets, Portable Mixers, Portable Bottle Fillers, Alleghany Stainless Steel Tanks, Glass Lined Tanks, Electrically Driven Pumps.

Note the handy grip, an exclusive feature of the Ertel Mixers, which makes them truly portable.

**ERTEL ENGINEERING CORPORATION**

108 EAST 16th STREET

NEW YORK, N. Y.

# JAPANESE PYRETHRUM MARKET

Is very close commercially, as well as geographically to Oakland. This proximity is a real advantage in obtaining selected flowers to use in



**No. 20  
CONCENTRATED PYRETHRUM  
EXTRACT  
ISOLATION PROCESS**

This works to your advantage where you use AN-FO No. 20 in manufacturing your fly spray. Better color, higher kill from fresh flowers. Standardized Peet-Grady—minimum kill; chemically, minimum 2.15 grams A and B Pyrethrins per 100 cc.

**KILL-COLOR-ODOR**

AN-FO MFG. COMPANY, OAKLAND, CALIF.

# COLORS

**FAST GREEN FOR SOAP  
FAST TO SOAP BY ANY PROCESS**

**Boiled**

**Half Boiled**

**Cold**

**Transparent or**

**Liquid**

*Proved for thirty years*

**W 710 BLUISH GREEN**

**W 709 OLIVE GREEN**

**A. C. DRURY & CO., INC.**

*International Merchants*

Essential Oils—Waxes—Talc—Clay Colors—Zinc Oxide, etc.

219 EAST NORTH WATER ST.

CHICAGO

ounce bottles at once. \$75.00. Address Box 346, care Soap.

**Wanted:** Used hand-operated tubefiller, tube-closer, ointment mill, powder-mixer and sifter; mascara eyebrow moulds, compact dies, etc.; at moderate cash prices. Address Box 323, care Soap.

**Wanted:** Organization to sell soap in chip and powdered form in bulk only. Please state full particulars. Address Box 324, care Soap.

**Formula Wanted**—Will pay \$50.00 for formula of unusual merit for naphtha base non-separating metal polish. Address Box No. 352, care Soap.

**Carnauba Wax**—Sales agency on Pacific Coast desires to represent a leading importer of carnauba wax and allied products. Close contact by sales force with polish, floor wax, etc., consumers. Communicate with Box 328, care Soap.

**Soap Formulas**—Manufacturing formulas and complete instructions for their use by mail from man with forty years soap making experience. Any type of soap. Fees extremely moderate. Let me help you solve your plant troubles. Address Box 319, care Soap.



## Deodorizing AND MOTHPROOFING Blocks

PLAIN AND PERFUMED

MADE WITH NAPHTHALENE OR PARA BASE

**NAPHTHALENE** FLAKES, CHIPS, etc.

**DISINFECTANTS** EMULSION AND SOLUBLE TYPES

**FLY SPRAYS** HOUSEHOLD SPRAYS CATTLE SPRAYS



**THE WHITE TAR COMPANY**

OF NEW JERSEY, INC.  
PHONE KEARNY 2-3600

BELLEVILLE PIKE

KEARNY, N. J.

## "FILMA-SEAL"

(the double seal of cap and film)



**Prevents evaporation and leakage of  
Chloroform and other volatile products**

**STOPS Tampering and is a guard against  
Counterfeiting.**

**Furnished with our C. T. Screw Caps or  
inserted in our plastic caps.**

**Quickly Applied No added labor cost.**

**FERDINAND GUTMANN & CO.**

Established 1890

BROOKLYN

NEW YORK

U. S. Patents Trade Marks Reg. Pats. Pending

## NEW AND REBUILT SOAP MACHINERY

We offer to the trade our NEW IMPROVED 600 and 1,200 lb. FRAMES, SLABBERS, CUTTING TABLES, FOOT PRESSES, etc. Send for details.

- 1—Huber Slabber
- 1—Jones Automatic Soap Press
- 1—Proctor Soap Chip Dryer, complete
- 2—8 and 10 in. H. A. Plodders
- 1—5 Roller Steel Mill
- 1—Ralston Power Soap Press
- 1—Soap Boiling Kettle
- 2—Houchin-Aiken Foot Presses
- 3—Jacketed Vertical Crutchers
- 1—1500 lb. Horizontal Crutcher

Cutting Tables, Slabbers, Kettles, Pumps, Tanks, Filter Presses, Wrapping Machines, Tube Fillers, Closers, Crimpers, Dry Powder Mixers, Frames, Pulverizers, Grinders, Amalgamators, Mixers, etc.

**Send for Complete List (Bulletin No. 10)**

We buy and sell from single items to complete plants.

**Stein-Brill Corporation**

183 Varick Street

New York, N. Y.

Phone:

Cable Address:

Walker 5-6892-3-4

"BRISTEN"

Where to buy

## RAW MATERIALS AND EQUIPMENT

for the Manufacture of Soaps and Sanitary Products

NOTE: This is a classified list of the companies which advertise regularly in *Soap*. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, packaging materials, etc., in which you are particularly interested. Refer to the Index to Advertisements, on page 118, for page numbers. "Say you saw it in *SOAP*."

### ALKALIES

American Cyanamid & Chemical Corp.  
Columbia Alkali Co.  
Dow Chemical Co.  
Hooker Electrochemical Co.  
Niagara Alkali Co.  
Solvay Sales Corp.  
Stauffer Chemical Co.  
Warner Chemical Co.  
Welch, Holme & Clark Co.

Dow Chemical Co.  
E. I. du Pont de Nemours & Co.  
General Chemical Co.  
Grasselli Chemical Co.  
Hooker Electrochemical Co.  
Industrial Chemical Sales Co.  
Mechling Bros. Chemical Co.  
Monsanto Chemical Co.  
Newport Chemical Works  
Niagara Alkali Co.  
Philadelphia Quartz Co.  
Solvay Sales Corp.  
Standard Silicate Co.  
Stauffer Chemical Co.  
Swann Chemical Co.  
Victor Chemical Works  
Warner Chemical Co.  
Welch, Holme & Clark Co.

### AROMATIC CHEMICALS

Budd Aromatic Chemical Co.  
Compagnie Parento  
Dodge & Olcott Co.  
Dow Chemical Co.  
P. R. Dreyer, Inc.  
A. C. Drury & Co.  
E. I. du Pont de Nemours & Co.  
Felton Chemical Co.  
Fritzsche Brothers, Inc.  
Givaudan-Delawanna, Inc.  
Magnus, Maybee & Reynard, Inc.  
Monsanto Chemical Co.  
Naugatuck Chemical Co.  
Newport Chemical Works  
Solvay Sales Corp.  
A. M. Todd Co.  
Ungerer & Co.  
Van Ameringen-Haebler, Inc.  
Albert Verley, Inc.

### COAL TAR RAW MATERIALS

(Cresylic Acid, Tar Acid oil, etc.)

American Cyanamid & Chemical Corp.  
Baird & McGuire, Inc.  
Barrett Co.  
Koppers Products Co.  
Monsanto Chemical Co.  
Reilly Tar & Chemical Co.  
White Tar Co.

### BULK AND PRIVATE BRAND PRODUCTS

An-Fo Manufacturing Co.  
Baird & McGuire, Inc.  
Chemical Compounding Co.  
Chemical Supply Co.  
Clifton Chemical Co.  
Davies-Young Soap Co.  
Eagle Soap Corp.  
Federal Varnish Co.  
Fergusson Laboratories  
Fuld Bros.  
Harley Soap Co.  
J. L. Hopkins & Co.  
Hull Co.  
Koppers Products Co.  
Kranich Soap Co.  
Lethelin Products Co.  
New York Soap Corp.  
Palmer Products  
Philadelphia Quartz Co.  
John Powell & Co.  
Geo. A. Schmidt & Co.  
U. S. Sanitary Specialties Corp.  
Warren Soap Mfg. Co.  
White Tar Co.  
Windsor Wax Co.

### CONTAINERS

Continental Can Co. (Tin Cans)  
Maryland Glass Corp. (Bottles)  
Metal Package Corp. (Tin Cans)  
National Collapsible Tube Co. (Tubes)  
Owens-Illinois Glass Co. (Bottles)

### DEODORIZING BLOCK HOLDERS

Clifton Chemical Co.  
Eagle Soap Corp.  
Fuld Bros.  
Garnet Chemical Corp.  
Palmer Products, Inc.  
U. S. Sanitary Specialties Corp.

### ESSENTIAL OILS

Budd Aromatic Chemical Co.  
Compagnie Parento  
Dodge & Olcott Co.  
P. R. Dreyer, Inc.  
A. C. Drury & Co.  
Fritzsche Brothers, Inc.  
Leghorn Trading Co.  
Magnus, Maybee & Reynard, Inc.  
A. M. Todd Co.  
Ungerer & Co.  
Van Ameringen-Haebler, Inc.  
Albert Verley, Inc.

### CHEMICALS

American Cyanamid & Chemical Corp.  
Bowker Chemical Co.  
Columbia Alkali Co.

(Continued on Page 116)

## Consulting Chemists and Engineers

*Specializing in Soaps, Disinfectants,  
Insecticides, Polishes, Etc.*

### PEASE LABORATORIES, Inc.

*Chemists, Bacteriologists, Sanitarians*

39 West 38th Street  
New York

Food, Drug and Cosmetic Problems—Compliance with  
Official Requirements—Meeting New and Anticipated  
Competitions with Improved and New Products

### STILLWELL AND GLADDING, Inc.

*Analytical and Consulting Chemists*

Members Association of  
Consulting Chemists and Chemical Engineers

80 West Street New York City

### KILLING

strength of Insecticides

#### by PEET GRADY METHOD

(Official proposed code method) and  
PYRETHRINS in PYRETHRUM FLOWERS  
(by Gnadinger's Method)

*We raised and killed more than 1 million flies  
in the last 2 years.*

ILLINOIS CHEMICAL LABORATORIES, INC.  
1164 WEST CERMAK ROAD CHICAGO, ILL.

### Skinner & Sherman, Inc.

246 Stuart Street, Boston, Mass.

Bacteriologists and Chemists

Disinfectants tested for germicidal value or phenol co-  
efficient by any of the recognized methods.

Research—Analyses—Tests

### Entomological Testing Laboratories, Inc.

We offer you a medium for purchasing insecticides  
on an intelligent basis.

Entomological testing by the Peet-Grady method,  
and chemical examination of insecticides are available.

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Harry Taub, Director

115 West 68th Street, New York City

*Analytical and Consulting Chemists*

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Cosmetics

Technical Formulae Developed

Phone TRafalgar 7-1733

## We Manufacture For The Trade ONLY

Liquid Soap Base

Auto Soaps

Potash Oil Soap

Shampoo

U.S.P. Cresol Compound

Coal Tar Disinfectants

Liquid Soap

Pine Oil Soap

U.S.P. Green Soap

Shampoo Base

Pine Oil Disinfectants

Insecticides

Ask for samples of these specialty bulk products

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2852 E. Pacific St.

Philadelphia

One percent of your gross profit  
invested in research and develop-  
ment will pay you big dividends.

Foster D. Snell, Inc.

Chemists—Engineers

305 Washington St.,

Brooklyn, N. Y.

## RAW MATERIAL and EQUIPMENT GUIDE

(Continued from page 114)

NOTE: This is a classified list of the companies which advertise regularly in *Soap*. It will aid you in locating advertisements of raw materials, bulk and private brand products, equipment, packaging materials, etc., in which you are particularly interested. Refer to the Index to Advertisements, on page 118, for page numbers. "Say you saw it in SOAP."

### MACHINERY

Alsop Engineering Co. (Liquid Handling Equip.)  
Blanchard Machine Co. (Soap Powder)  
Ertel Engineering Co. (Liquid Handling)  
Anthony J. Fries (Soap Dies)  
Houchin Machinery Co. (Soap Machinery)  
Huber Machine Co. (Soap Machinery)  
Illinois Steel Co. (Stainless Steel)  
R. A. Jones & Co. (Automatic Soap Presses  
and Cartoning Machinery)  
Proctor & Schwartz (Dryers)  
C. G. Sargent's Sons Corp. (Dryers)  
Stokes & Smith Co. (Packaging Machinery)  
Triangle Package Machinery Co. (Pkg. Mch.)

### MACHINERY, USED

Consolidated Products Co.  
Newman Tallow & Soap Machinery Co.  
Stein-Brill Co.

### METAL CAPS

Anchor Cap & Closure Corp.  
Ferdinand Gutmann & Co.

### MISCELLANEOUS

Dobbins Mfg. Co. (Pails, Mop Wringers, etc.)  
General Naval Stores Co. (Pine Oil-Rosin)  
Hercules Powder Co. (Pine Oil and Rosin)  
Industrial Chemical Sales Co. (Decol. carbon, Chalk)  
Pylam Products Co. (Lathering Agent)  
Rohm & Haas Co. (Insecticide Base)

### OILS AND FATS

Industrial Chemical Sales Co.  
Leghorn Trading Co.  
W. L. Montgomery & Co.  
Eduard Müller, G. m. b. h.  
Murray Oil Products Co.  
Newman Tallow & Soap Machinery Co.  
Theobald Annual By-Products Refinery  
Welch, Holme & Clark Co.

### PARADICHLORBENZENE

Dow Chemical Co.  
E. I. du Pont de Nemours & Co.  
Hooker Electrochemical Co.  
Monsanto Chemical Co.  
Niagara Alkali Co.  
Solvay Sales Corp.

### PERFUMING COMPOUNDS

Budd Aromatic Chemical Co.  
Compagnie Parento  
Dodge & Olcott Co.  
P. R. Dreyer, Inc.  
A. C. Drury & Co.  
Felton Chemical Corp.  
Fritzsche Brothers, Inc.  
Givaudan-Delawanna, Inc.  
Magnus, Maybee & Reynard, Inc.  
Ungerer & Co.  
Van Ameringen-Haebler, Inc.  
Albert Verley, Inc.

### PETROLEUM PRODUCTS

Anderson-Pritchard Oil Corp.  
Sherwood Petroleum Co.  
L. Sonneborn Sons

### PYRETHRUM AND DERRIS PRODUCTS

Insect Flowers and Powder, Pyrethrum Extract, Derris Products

An-Fo Mfg. Co. (Extract)  
W. Benkert & Co.  
Derris, Inc.  
J. L. Hopkins & Co.  
McCormick & Co.  
McLaughlin, Gormley, King Co.  
S. B. Penick & Co.  
John Powell & Co.  
Sherwood Petroleum Co.  
Cyrus Ward & Co.

### SOAP COLORS

A. C. Drury & Co.  
Fezandie & Sperrle  
Interstate Color Co.  
Pylam Products Co.

### SOAP DISPENSERS

Clifton Chemical Co.  
Eagle Soap Corp.  
Fuld Bros.  
Garnet Chemical Corp.  
Palmer Products  
U. S. Sanitary Specialties Co.

### SODIUM SILICATE

American Cyanamid & Chemicals Corp.  
General Chemical Co.  
Grasselli Chemical Co.  
Mechling Bros. Chemical Co.  
Philadelphia Quartz Co.  
Standard Silicate Co.

### SPRAYERS

Breuer Electric Mfg. Co.  
Dobbins Mfg. Co.  
Electric Sprayit Co.  
Hudson Mfg. Co.  
Kaz Mfg. Co.  
Lowell Sprayer Co.  
U. S. Sanitary Specialties Corp.

### STEEL CONTAINERS

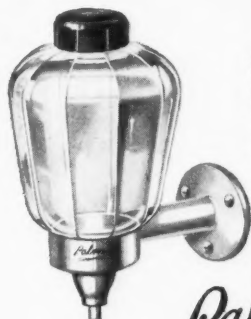
John Trageser Steam Copper Works (Pails and Drums)  
Wilson & Bennett Mfg. Co. (Pails and Drums)

### TRI SODIUM PHOSPHATE

American Cyanamid & Chemicals Corp.  
Bowker Chemical Co.  
General Chemical Co.  
Grasselli Chemical Co.  
Swann Chemical Co.  
Victor Chemical Works  
Warner Chemical Co.

## PALMER SOAP DISPENSERS

The Palmer **SUPER SERVER** Dispenser (right) is priced very low but has no equal in value. Metal parts are non-corrosive, stainless, chrome alloy. One piece bracket in beautiful satin chrome-like finish. Valve parts easily removed for cleaning or replacement. Crystal glass decagon bowl (opal glass on special order)—decagon black bakelite cap. Large 1-inch opening makes filling easy—no need for removing or inverting bowl. The lowest priced push-in dispenser—yet neat, compact, durable.



The Palmer "D.C." Dispenser (dependable construction), shown at the left, is the lowest priced dispenser offered. Has simple, positive spring-controlled valve. All metal parts chrome nickel plated. Fill through large 1-inch top opening without removing or inverting bowl. Crystal glass decagon bowl (opal glass on special order)—with decagon black bakelite cap.

*Palmer*  
**PRODUCTS INC.**  
WAUKESHA, WIS.  
Adjacent to Milwaukee



## PYLA-ODORS

COLOR AND PERFUME  
IN A SINGLE OPERATION

BATH SALTS  
LIQUID SOAPS  
PARA BLOCKS  
NAPHTHALENE

FAST COLORS  
LASTING ODORS  
MODERATE PRICES



**PYLAM PRODUCTS CO., Inc.**

*Mfg. Chemists, Importers, Exporters*

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CABLE ADDRESS PYLAMCO

## Olive Oil Olive Oil Foots

Deliveries spot and future in barrels, tank cars, drums or tank wagons.



## ESSENTIAL OILS

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INC.

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ITALY — SPAIN — GREECE — TURKEY — AFRICA

## MAKERS of QUALITY WAX PRODUCTS •

BRITE DRYING FLOOR POLISH  
LIQUID — PASTE — POWDER  
AUTO WAX AND CLEANER

## IN BULK

or packaged under

## PRIVATE LABEL

MADE RIGHT  
PACKED RIGHT  
PRICED RIGHT

## WINDSOR WAX CO.

*Manufacturers of*

WAX PRODUCTS EXCLUSIVELY

50 Church St.  
New York, N. Y.

Factory:  
611 Newark St.  
Hoboken, N. J.

Send for  
SAMPLES and QUOTATIONS

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ESTABLISHED 1869

**MECHLING BROS. CHEMICAL COMPANY**

PHILADELPHIA • CAMDEN, N.J. BOSTON, MASS.

## WARREN SOAP

*Manufacturers of Specialty Soaps  
Since 1868*



Potash Oil Soaps  
Emulsifying Agents  
Solvent Soaps  
Cleaning Compounds  
Private Formulas  
Industrial Soaps

Automobile Soaps  
*Liquid - Paste - Powder*

Forresters' Soaps

*To increase the spread and  
adherence of Insecticides*



**The Warren Soap Mfg. Co.**  
Incorporated

Kendall Square Bldg., Cambridge, Mass.

**POWDERED METAL POLISH  
RADIATOR CLEANER  
STOP - LEAK**

*in bulk*

**THE HULL COMPANY**

305 Washington Street  
Brooklyn, N. Y.

## SOAP DIES and STAMPS

*For Foot and Power Presses*

Manufacture Backed by 35 Years' Experience

**ANTHONY J. FRIES**

717 Sycamore Street

- for -  
**TOILET SOAPS  
LAUNDRY SOAPS  
BATH TABLETS  
STAMPING**

Cincinnati, O., U. S. A.



**900 ROOMS TO CHOOSE  
FROM . . . AT RATES  
as Low as \$2<sup>00</sup> per day**

**S**OME rooms command as much as \$10—  
but all have private bath, circulating ice  
water, tip-eliminating servitors and box-mat-  
tressed beds. Shelby suites are out in front,  
too—they're second to none in Detroit—they're  
economically priced—\$6 to \$25. The Shelby is  
conveniently located in the heart of downtown  
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office buildings and transportation depots.

*Lobby Shops. Masseur  
parlors for ladies and  
gentlemen. 3 popular  
priced restaurants.  
Garage.*



**HOTEL Fort  
Shelby**

MAYNARD D. SMITH  
President

**DETROIT**

"AGLOW WITH FRIENDLINESS"

## Neutro-Complex No. 1

Neutralizes the basic  
odors in Sprays, and  
imparts a light deli-  
cate scent.

Economical and  
effective.

*Sample and quotations on  
request.*

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NEW YORK CITY TORONTO

**TRISODIUM  
PHOSPHATE  
DISODIUM  
PHOSPHATE**

Preferred for their colorless  
crystals, uniform size and  
sparkling appearance. Prompt  
deliveries made from conve-  
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Packed in 325-pound paper-  
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kegs. Also in bags.

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CHEMICAL COMPANY**

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# Unco SAPODORS

**W**E now offer this well known series of outstanding soap odors at unusually attractive prices. New types and modifications of the old products, retain for Sapodors the distinction of the best and most complete soap odor group.

At  
\$1.50 to  
\$2.50 pound

Citron  
Eau de Cologne  
Lilac Persian  
Lavandette  
Rosette  
Violette Italian

At  
\$2.50 to  
\$3.75 pound

Almond  
Heliotrope  
Jasmin  
Lavender  
Lilac  
Sweet Pea

At  
\$3.75 to  
\$4.50 pound

Carnation  
Gardenia  
Hawthorn  
Lemon  
Mignonette  
Valley Lily

*Many Bouquet Types Also Available*

## UNGERER & CO.

13-15 West 20th St.

— NEW YORK —

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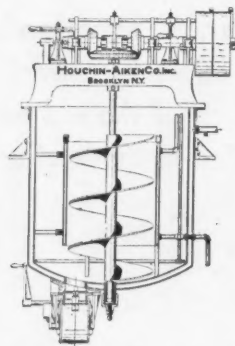
# NEW and USED

## HOUCHIN SOAP MACHINERY

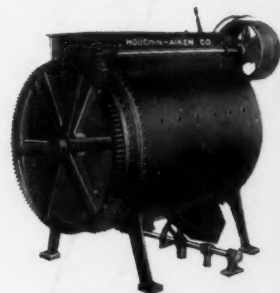
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**Perfection Crutcher  
Sliding Gate Valve**



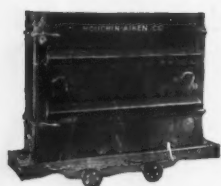
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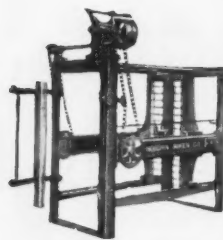
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**Empire State  
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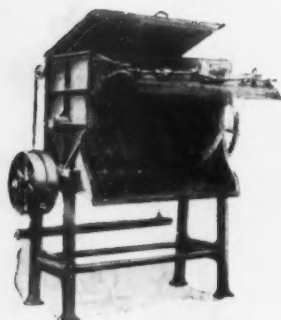
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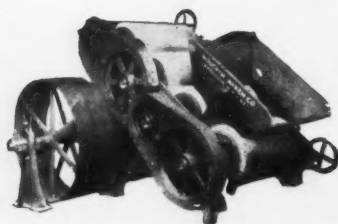
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Slabber**



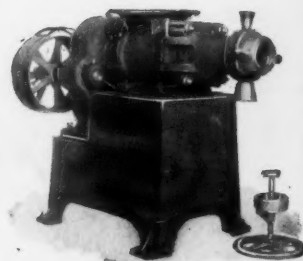
**Automatic Power Cutting  
Table**



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Mills built with 3 to 12 Chilled  
Iron or Granite Rolls



**Spur Gear 10" Screw Plodder**  
Plodders furnished with 2½"  
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FORMERLY HOUCHIN-AIKEN CO., INC.

HAWTHORNE, NEW JERSEY

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